

THE AMERICAN ELEVATOR AND GRAIN TRADE



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VOL. XLI

431 South Dearborn Street, Chicago, Ill., August 15, 1922

NO. 2

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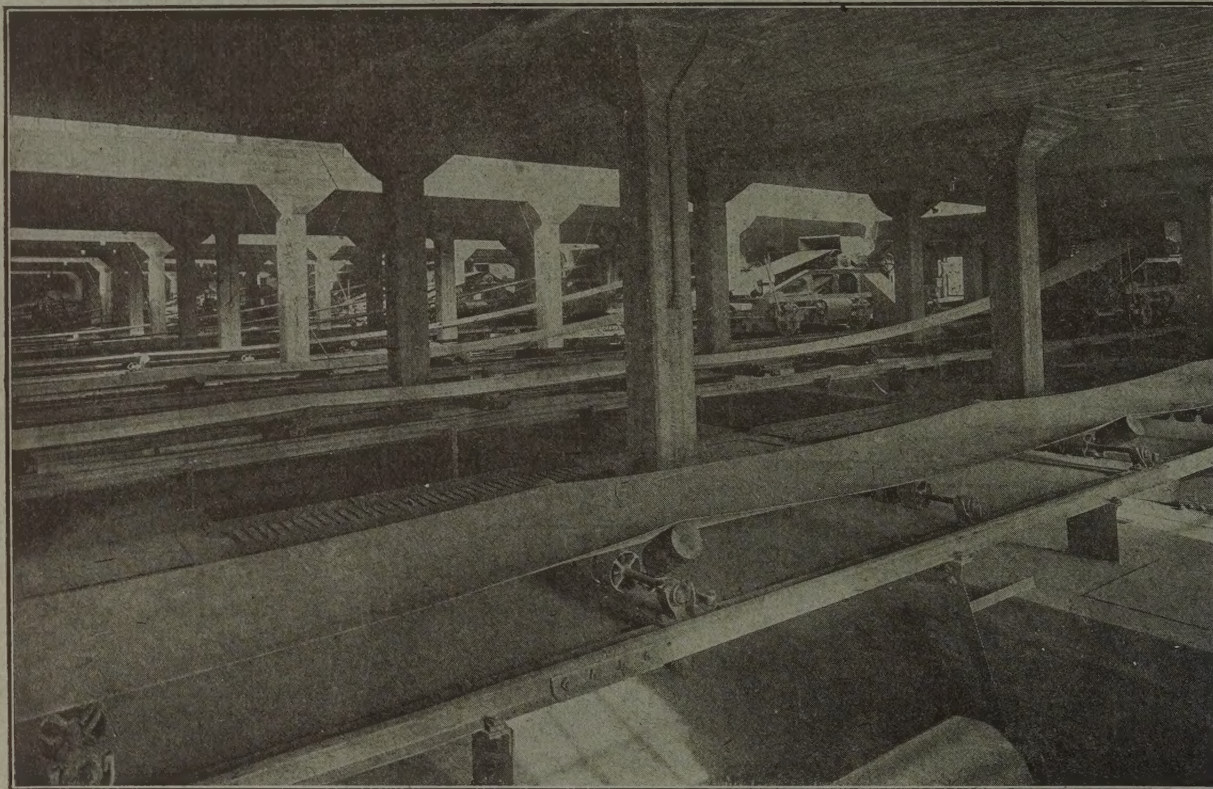
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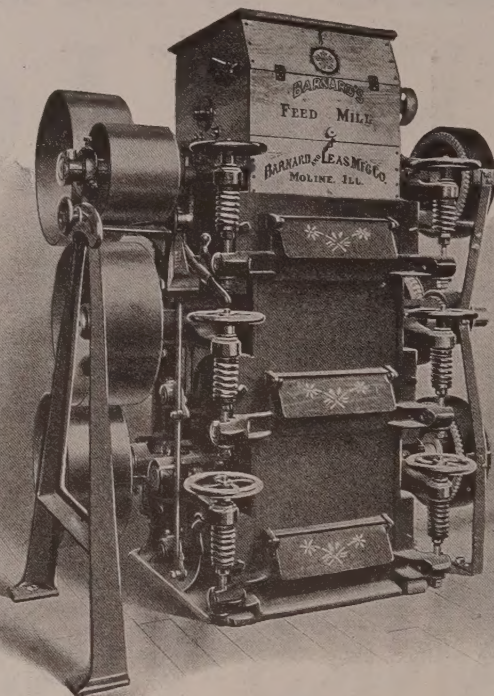
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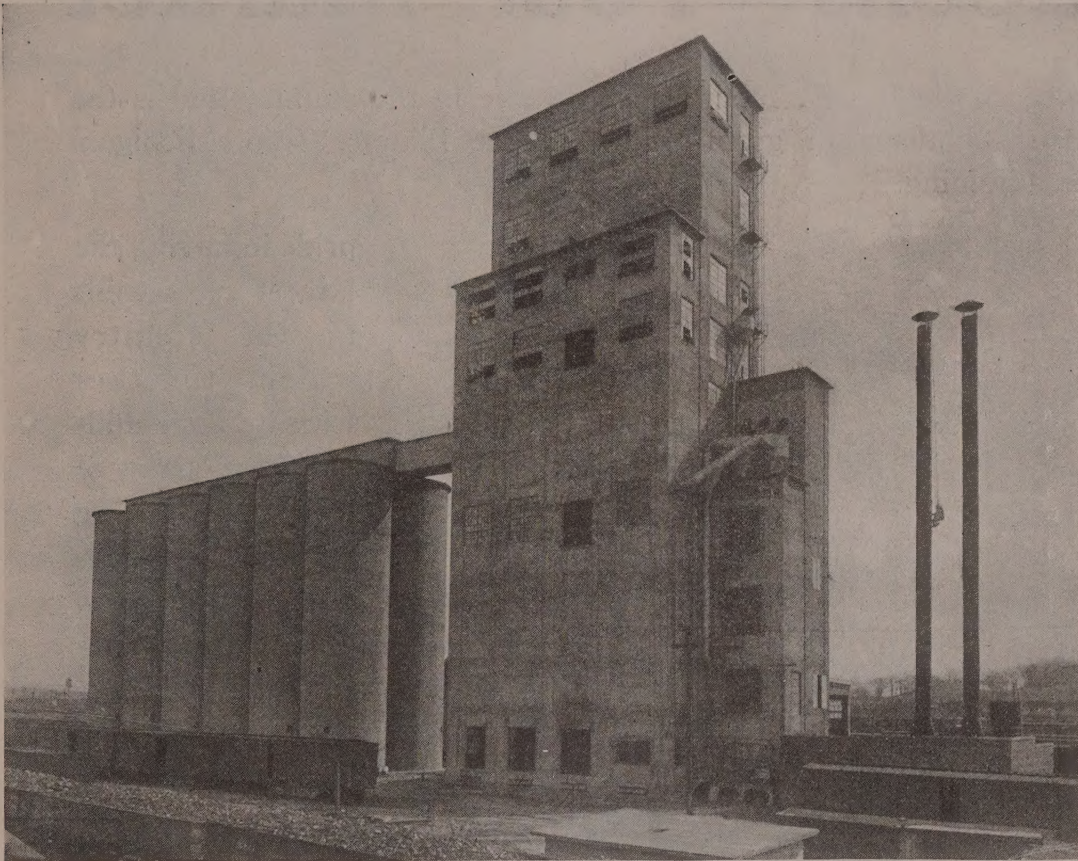
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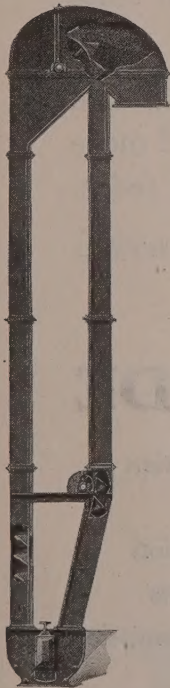
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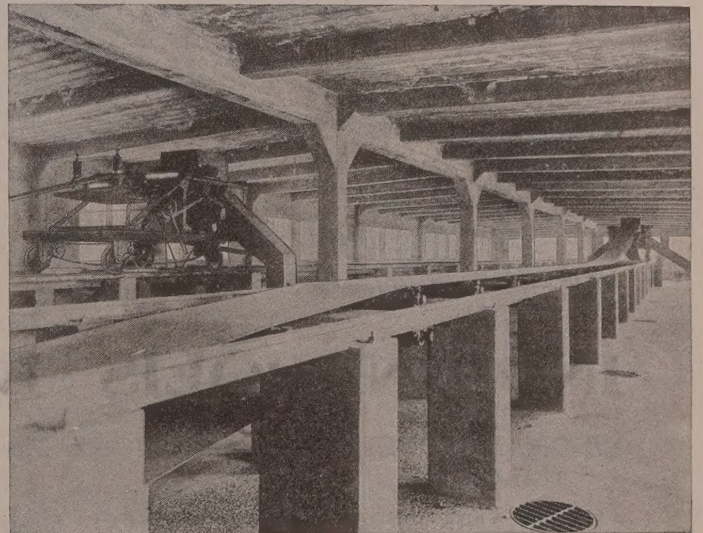
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The Indianapolis Board of Trade

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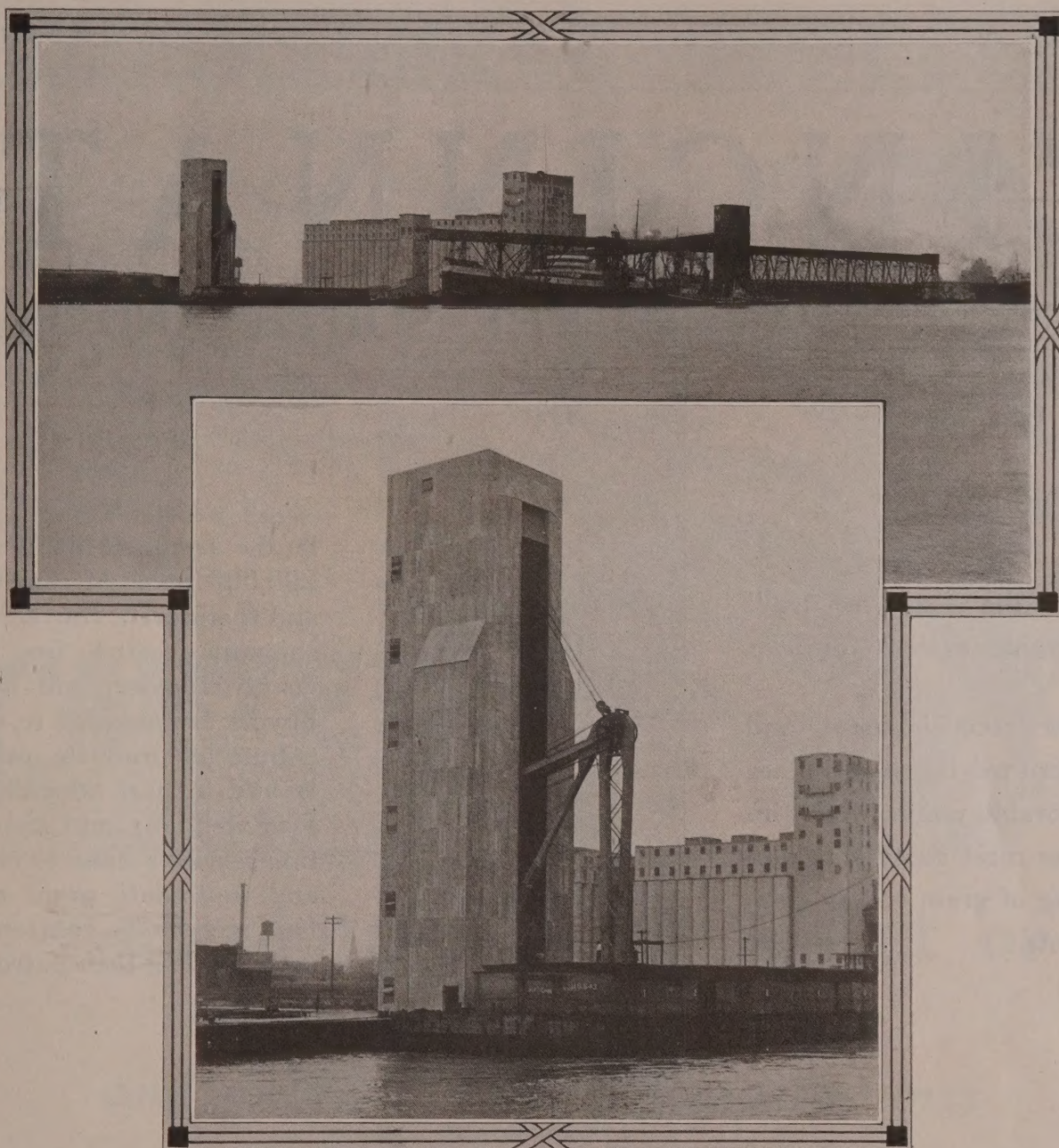
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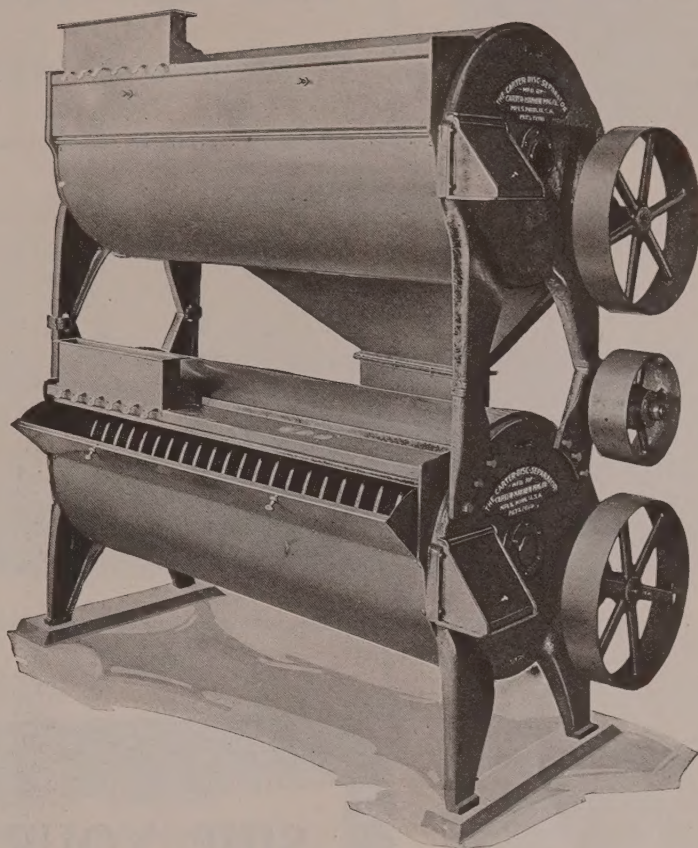
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for removing

- oats and barley from wheat,
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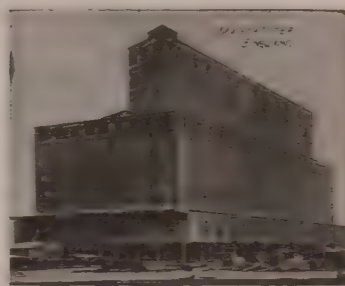




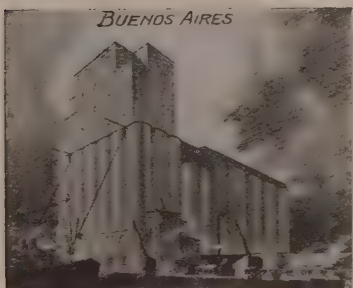
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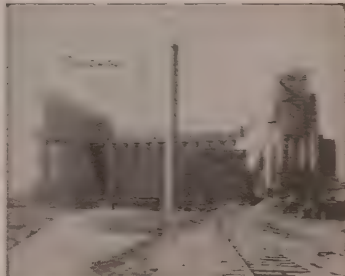
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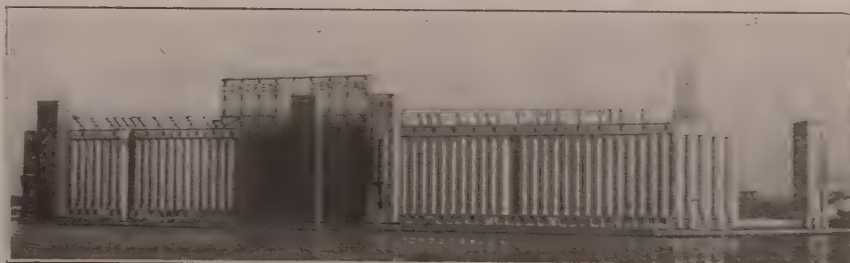
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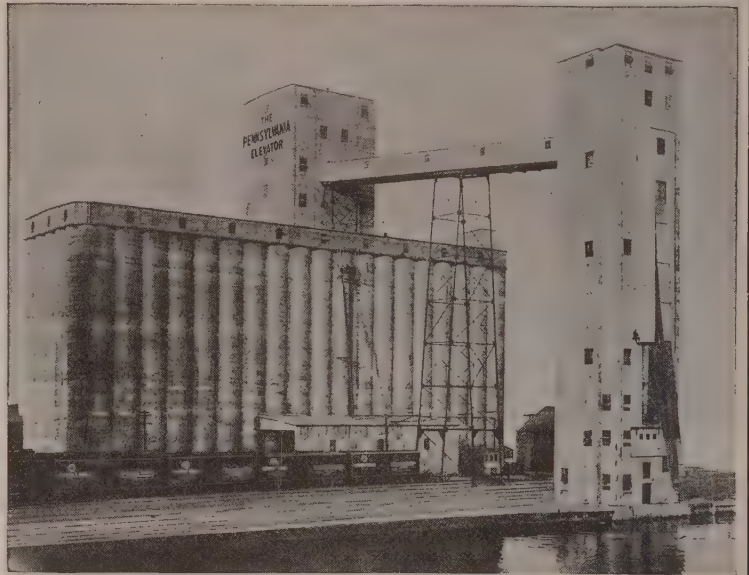
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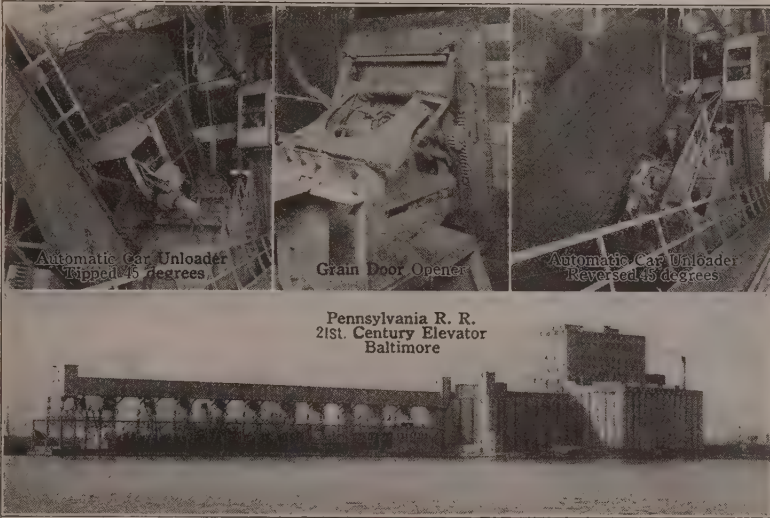


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Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

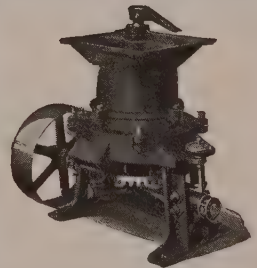
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is the only device offered the grain shipper that makes a car Leak-Proof. Cheap — Modern — Profitable. Write now for particulars.

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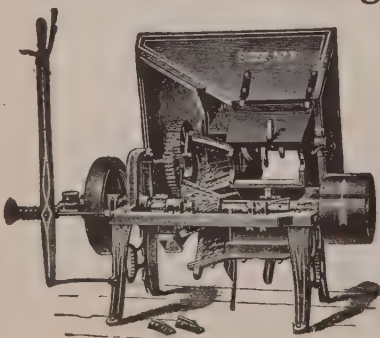


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CORN AND COB
CRUSHERS**
USUALLY RUN FOR AT
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Make Feed Grinding More Profitable!



Bowsher's "Combination" Mills do this

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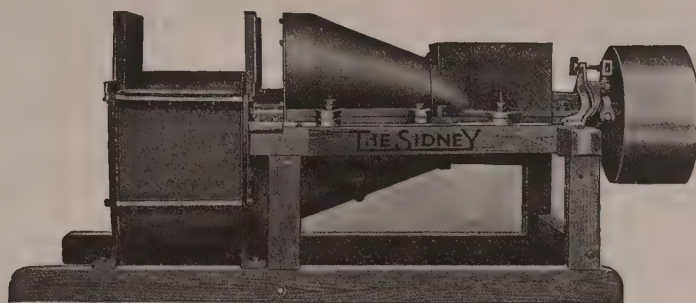
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Other Specialties for the Grain Trade Are:

The Sidney Double Shoe Corn and Grain Cleaner
The Sidney Ball Bearing Safety Man Lift
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We Furnish Complete Grain Elevator Equipments

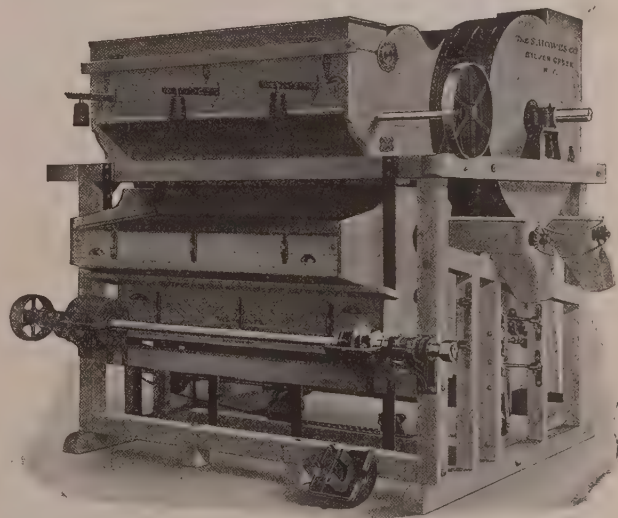
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THE SIDNEY GRAIN MACHINERY CO.
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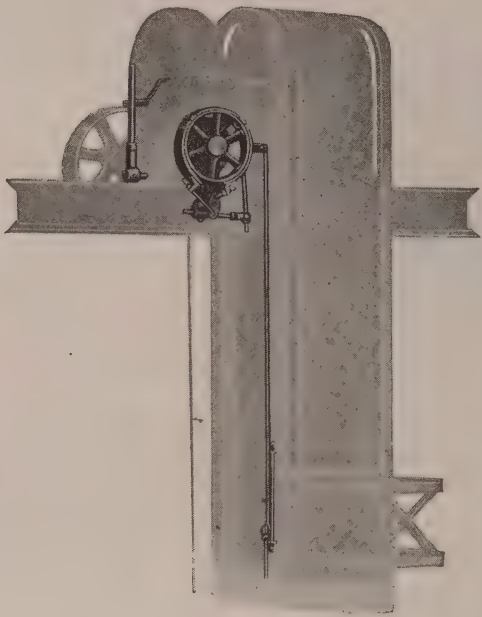
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WITH the upper terminal automatic stop in operation there is no danger of being carried overhead and injured. The weight of the passenger after the top floor is reached automatically throws a lever, shutting off the power and applying the brake, thereby locking the belt and steps against movement in either direction.

The automatic stop mechanism furnished with the Nordyke & Marmon Company service elevator adds the vital feature of safety to the elevator's other excellent qualities of reliability and utility.

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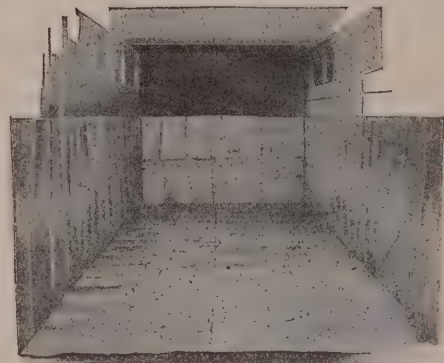
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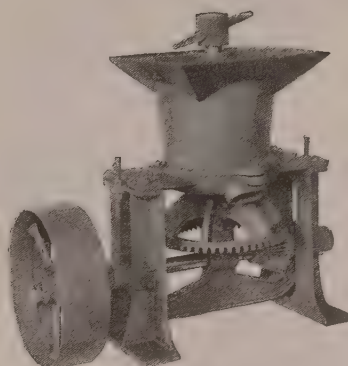
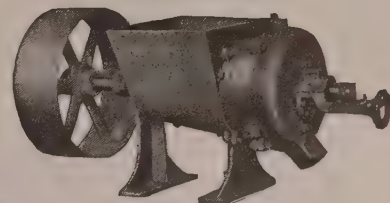
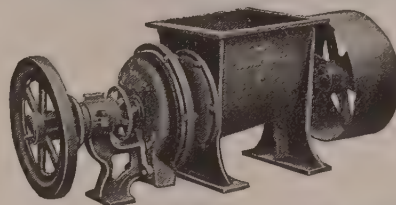
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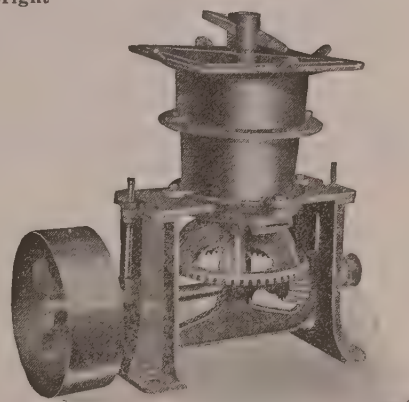
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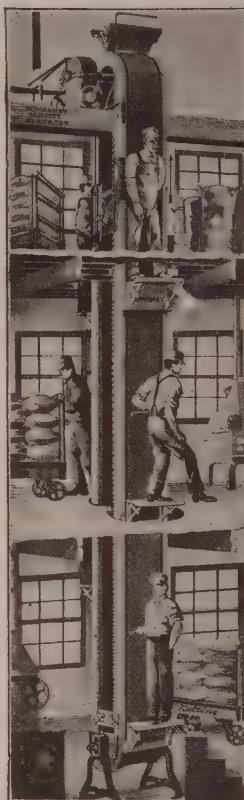
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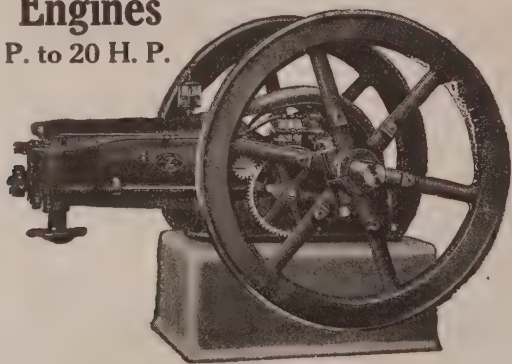
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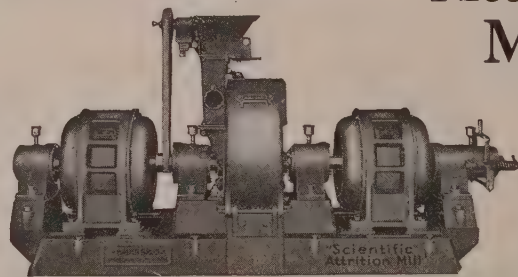
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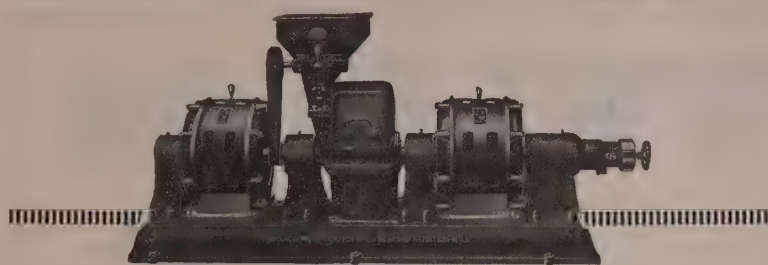
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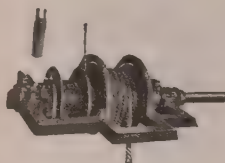
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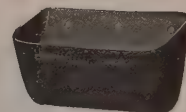
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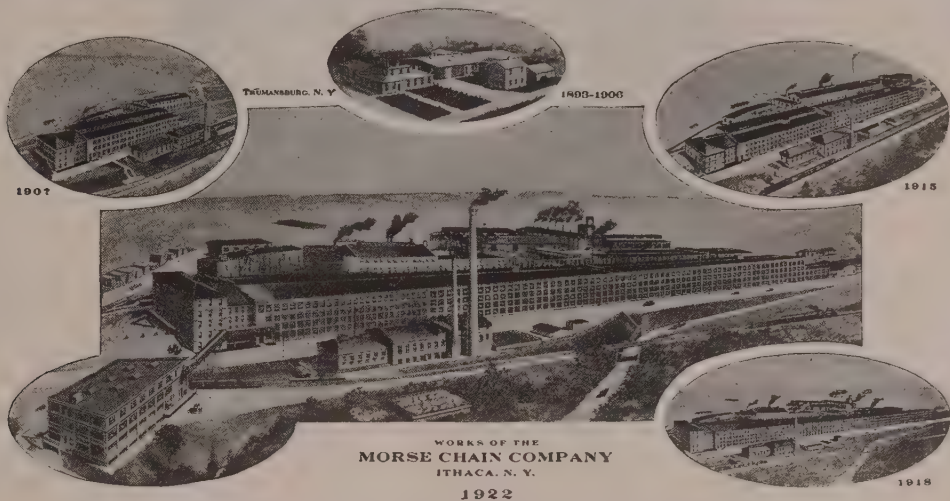


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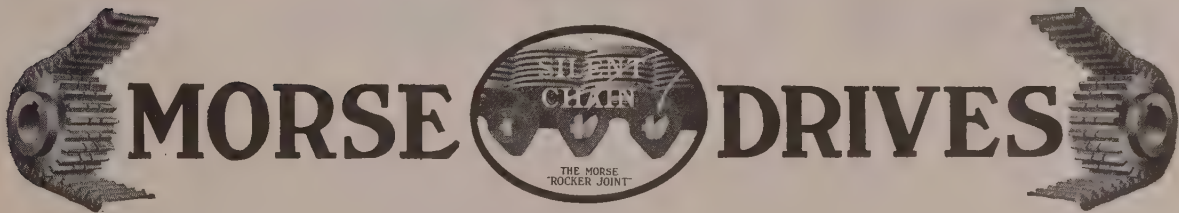
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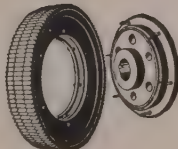
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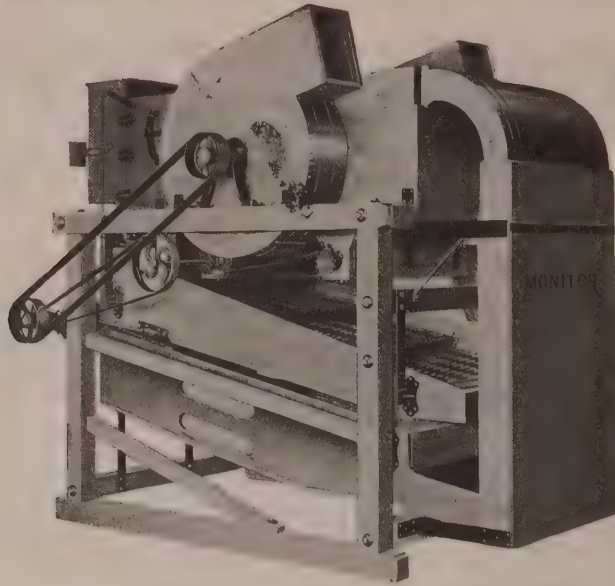


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SILVER CREEK N. Y.

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.

THE AMERICAN

ELEVATOR AND

GRAIN TRADE



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year. English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XLI

CHICAGO, ILLINOIS, AUGUST 15, 1922

NO. 2

A Modern Elevator in the Buffalo Harbor

Superior Elevator Has in Its Equipment Many Special Provisions for Record Breaking Movement of Grain Both by Rail and by Water

OF THE 28 grain elevators with a total storage capacity of 30,950,000 bushels located in the Buffalo Harbor, few have better facilities for handling grain from lake carriers and trunk line railroads than the Superior Elevator, owned and controlled by the Superior Elevator Company, of which E. M. Husted is president. This structure was erected in 1913 after the explosion which wrecked the old Husted Mill with such heavy loss of life. The Husted Milling Company was organized away back in 1895, and after the erection of the reinforced concrete Superior Elevator, the name of the company was changed to the Superior Elevator Company, which now has its general executive offices in the Chamber of Commerce.

The Superior Elevator has a storage capacity of 1,500,000 bushels and was designed and built by the Monarch Engineering Company of Buffalo. It is as near fireproof as it is possible to build a grain elevator and is equipped with every facility for the rapid handling of grain both in-store and out-store. Its series of storage tanks consisting of circular and interstice bins have a capacity from 3,000 to 23,000 bushels each, which gives flexibility for every possible purpose.

Located on the Buffalo Creek Railroad which has direct connections with all trunk line railroads entering Buffalo from the West, South and East, the Superior Elevator occupies a large plot of land on the Buffalo River with exceptional facilities for handling barge canal cargoes via the New York state waterway to New York City and Atlantic Coast points.

As an instance of the splendid equipment of the house, the elevator has a receiving capacity from lake steamships of 35,000 bushels an hour through

two movable marine towers. These towers are carried by 20 pairs of standard car wheels each, on four heavy T-rails. Movement is effected by steel wire rope, anchored at ends of the travel and passing in several wraps around the drum of a Webster Hoist Machine on the first floor of the tower.

The towers are complete elevators in themselves, with marine legs delivering to garnerers and scale hoppers, from where the grain is elevated again by a loftier leg for spouting to the main house. The

Niagara Falls electric power at a very cheap rate.

The receiving equipment from cars is no less efficient than that from steamships. On each of the four tracks in the car shed are three receiving hoppers. These deliver in series to three loftier legs. The main elevators are in six stands in a line along the middle of the house. Only the three lofters can be used in receiving, but all six stands may be used in transferring and shipping. Grain from any bin can be spouted or conveyed from any leg to any bin.

The arrangement is such that nearly half the bins can be filled or emptied by direct spouting, without the use of either of the conveyors, of which there are two above the bins and two below. Any leg can deliver to the garner on either side of it, and from any garner the grain can be spouted direct to any one of 30 bins. It can readily be seen that all rail movement or the turnover within the house can be performed in a most expeditious manner. This convenience and efficiency is marked in all departments.

The cleaner house, above the car shed and against the main house is equipped with two large cleaners. From this department the grain can be re-

turned to storage in the main house by a special elevator which is fed by a screw conveyor, or it can be distributed by belt conveyors to the lower tier of bins from which sacking may be done on the floor below.

The fastest cargo loaded from the Superior Elevator was 61,000 bushels in 59 minutes, which is the record for that house and probably the fastest loading ever recorded at any Buffalo house, according to Mr. Husted. The company has loaded 500,000 bushels in a single working day.

In addition to the facilities mentioned, the Superior Elevator is equipped with three clipping ma-



THE SUPERIOR ELEVATOR AT BUFFALO, N. Y.

marine leg crosshead carries a motor directly geared to the headshaft of the leg, thus doing away with the time-honored rope drives so long used for this service. The loftier leg, however, is operated by rope drive. The grain is spouted into any particular bin or series of bins through four belt conveyors using approximately 600 feet of a superior type of rubber belting. The incoming grain can be loaded direct into freight cars or canal boats without being placed in any of the storage bins and all operations can be carried on at one time independent of all other operations. Direct drive electric motors are used throughout the elevator using

chines, drier and bleacher. The Monitor type of cleaners are used and these can handle about 10,000 bushels an hour while the clippers have turned up 5,000 bushels an hour. Hess Grain Driers are used but the speed with which grain is dried depends largely upon conditions. It is estimated however, that the equipment in the Superior Elevator is able to handle 1,000 bushels an hour. Efficient bleachers are used and these turn out 2,000 bushels an hour.

The Superior Elevator has handled as high as 35,000,000 bushels of grain in a single year and this average is being maintained by the company. The company specializes in handling wheat, corn and oats and a big feature of the business will be the

of their employees and the company has just completed a new dining room, kitchen and locker room for the convenience of their employees. Meals are served at very reasonable rates to employees and the dining room facilities can be used by the employees who bring their own lunches but who might wish to buy coffee or any other item.

Mr. Husted is president and general manager of the elevator. For years he had been head of the Husted Milling Company. The other officers are Riley E. Pratt, well-known Buffalo grain merchant, vice-president; H. F. Keitsch, secretary and treasurer. In addition to these officers the members of the Board of Directors are P. H. Husted, A. T. Stafford and T. J. O'Brien.

REDUCING DUST EXPLOSIONS

BY ELMER M. HILL

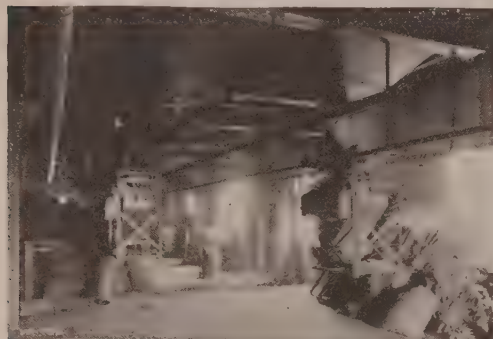
Engineering experts in co-operation with representatives of fire insurance companies and Government officials are preparing plans which aim to eliminate the danger of dust explosions in grain elevators, feed mills and other industries. This is the result of a conference in Buffalo late last month of the National Fire Protection Association. Members of the Association will place their services at the disposal of industries where there is danger of dust explosions as part of the educational campaign which is being mapped out.

The National Fire Protective Association is a new organization headed by David J. Price of Washington, engineer in charge of the dust explosions investigation for the Government, and is a direct outgrowth of the Husted Mill explosion in Buffalo nine years ago. Associated with Mr. Price in directing the major part of the activities of the organization is Harold H. Brown, an organic chemist in the United States Department of Agriculture.

One of the features of the convention was the discussion of a textbook on, "Dust Explosions" which was written and edited by Mr. Price and Mr. Brown. This is claimed to be the first book of its kind ever published and just came from the

which are the basis of the regulations of state boards of inspection and fire insurance companies," explained Mr. Price. "The Buffalo committee is to be congratulated for their work in financing this investigation commission until Congress voted appropriations for this purpose. At present large sums are given annually by the Government for research along this line. The importance of these inspections can be seen from the fact that 154 people have lost their lives; 200 have been injured and property exceeding \$16,250,000 has been destroyed in the last 13 dust explosions."

An important point developed at the Buffalo conference was the fact that the passing of the old



AUTOMATIC SACKING MACHINE

loading of barge canal type boats of about 800 to 1,000 tons each for shipment to the new state owned terminal elevator at Gowanus Bay, N. Y. The bulk of the grain, however, is sent forward by rail to New York.

There is no special fire protection outside of the usual chemical system as the Superior Elevator is built entirely of reinforced concrete and is absolutely fireproof. Fire in any bin or any part of the house could not spread to any other part of the house. Electric lights are used throughout the structure.

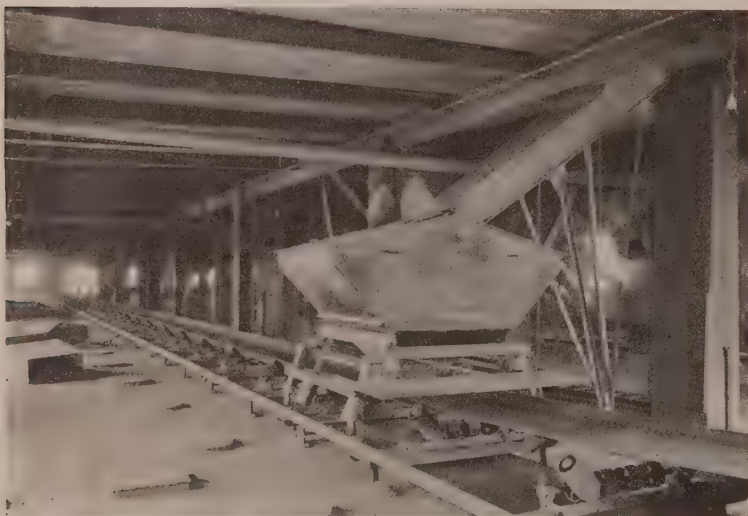
The house has every convenience for fast and cleanly work. Pneumatic tubes carry tickets be-



RETURN LEG TO MAIN HOUSE

wooden type of grain elevators and feed mills has not reduced the hazard of dust explosions and the fires they cause. Reports from many parts of the country indicated that fires and explosions have increased since modern concrete structures have replaced the old wooden types. Experts in ventilation will be employed by the Association to make plans for the removal of dust which is the cause of explosions in feed mills, grain elevators and similar type structures.

Small industries such as rural flour and feed mills have the advantage of rules and regulations which have been formulated by the Association at the expense of the larger industries which have lost



DUST CONFINING BELT LOADING HOPPER

tween all stations, eliminating much time that might be wasted in carrying such tickets and makes their prompt assembly at the office more certain. Electric signal systems indicate to the weighers in the cupola the progress of work in the car shed; and a telephone system affords communication among all departments.

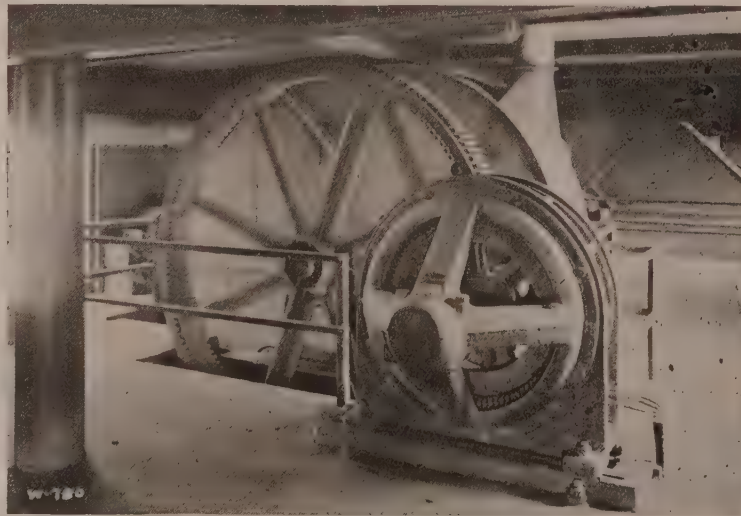
A feature of the house is the sweeper system by which every ledge or wall or corner can be easily cleaned. In addition there are generous air tanks which take care of the dust as it is raised at initial points, for instance the belt loading hopper, one of the many Webster Manufacturing Company's installations in the elevator, in fact, the entire conveying equipment is of Webster make and has given the finest of satisfaction.

The officers of the Superior Elevator Company have always taken a great interest in the welfare

presses a few days before the opening of the Buffalo conference.

The work of financing the Association for preventing dust explosions was started by three prominent Buffalo millers, Frank F. Henry, manager of the Washburn-Crosby Company; L. E. Harmon of the Buffalo Cereal Company and George Urban, president of the Urban Milling Company. This committee made it possible for the Government to take up the study of dust explosions and the outgrowth of this work was the organization of the National Fire Protection Association. Explaining the activities of the organization, Mr. Price said there are now 6,000 members, including safety engineers, fire protection engineers, representatives of fire insurance agencies, industries and public officials.

"These members make the rules and regulations



GEARED ELEVATOR HEADS IN CUPOLA

large sums of money before the system was standardized. The Association is now endeavoring to interest smaller industries such as sugar refineries, spice factories, etc., in the work of the organization. Formerly it was thought that only the dust from grain could explode, but experiments have shown that there is great danger of dust in nearly all industries. Plants engaged in pulverizing coal will be investigated by the committee with the view of working out plans for eliminating the explosion hazard in this industry.

CONSUL General George E. Anderson, at Rotterdam, Netherlands, states that on the whole United States has had by far the greater share of the trade of importing grain into Holland, not only in actual volume and value but as compared proportionately with its share of the trade in other years. The chief

feature of the trade as a whole has been the immense increase in the imports of corn and, proportionately, in oats from the United States.

INSPECTION AT THE FARM

BY TRAVELER

There is a tendency among certain farmers to have the elevator man, or his representative, come out to their farms and pass judgment upon the grain there before they will consent to bring it to the elevator. It is a practice that should be discouraged by the elevator man wherever possible, as it invariably leads to trouble and is rarely a profitable undertaking for the dealer.

To begin with, there is usually something wrong with the grain when the dealer is called on a trip of this kind, and if he gets the grain it is only by paying more for it than it is worth. Another thing, the farmer seems to give no thought to the value of the dealer's time when he calls him on such a mission. The dealer may arrive at the farm after a long drive, only to be told that the farmer is plowing the "east eighty" and if he wants to see him the shortest way will be to hike across fields and climb fences. Perhaps half a day will be used up in buying a few hundred bushels of grain this way.

Quite often the dealer is unable to buy the grain at anything like a reasonable figure, even after making the trip, and the farmer, after getting his opinion as to the value and probable grade, uses the information to work the dealer's competitor for a better price.

As a rule it is not possible to properly inspect grain at the farm, as the granary is usually in a dark corner of the barn, with the grain more or less mixed in the various bins and presenting considerable difficulty to the person trying to obtain a true sample. Later, when this grain is hauled to the elevator and does not equal sample, the farmer expects the dealer to take it anyhow, and the latter is given the choice of doing so or losing the farmer's trade.

More time is taken up in "bargaining" when the deal is made at the farm than is the case when it is done at the dealer's office. In the former case, the farmer has the elevator man all to himself, and can sit on the fence and whittle while haggling to get a cent or two more. At the dealer's place of business others would be waiting their turn, and the farmer would be forced sooner to make up his mind.

The various dealers in a locality should get together on a question of this kind and have a tacit understanding among themselves that they will only grade the grain as it is brought to the elevator or on samples brought in by the farmers themselves. Such an arrangement would do much to reduce the cost of buying, and would eventually bring about a better feeling between dealers and farmers.

GRAIN GROWERS CLEAN HOUSE

All the officers of the U. S. Grain Growers, Inc., have resigned and the company has been completely reorganized. It could not have been much of a sacrifice to resign, for the company was bankrupt and had no chance whatever of putting into effect the fantastic marketing plans on the strength of which it collected over half a million dollars from the farmers.

The officers of the new Board of Directors are E. H. Cunningham, secretary of the Iowa State Farm Bureau Federation, president; H. L. Keefe, of Walthill, Neb., vice-president; J. M. Mehl of Chicago, secretary; and C. E. Gunnels of Chicago, treasurer. An Advisory Committee on Financing consists of Frank O. Wetmore, president of the First National Bank of Chicago; Alexander Legge, president of the International Harvester Company; and Bernard M. Baruch of New York.

Henry C. Wallace and Herbert Hoover have been asked to serve as ex-officio members of the Board of Directors.

C. E. Gunnels, the new treasurer, stated, that since the reorganization plans had been effected the members of the U. S. Grain Growers, Inc., would be

able to market their grain through the new machine by September 1. Selling arrangements he said, will be completed at several terminal markets within the next few weeks. Nothing definite as to plans or methods has been given out as yet.

An Executive Committee of three will have complete charge of the sales organization, a subsidiary of the Grain Growers, and will also have broad administrative powers. This committee consists of E. H. Cunningham, R. A. Cowles, and J. F. Reed.

A WELL-BUILT MISSOURI ELEVATOR

The Emma Co-operative Elevator Company of Emma, Mo., was incorporated in October, 1920. A contract for a new elevator was let immediately and on June 29, 1921 operations were begun. The company has over 130 stockholders, and the new plant serves as a pretty general supply station for them as it handles flour, feed, salt, and other sidelines.

The house is of concrete construction with a capacity of 25,000 bushels. This capacity is divided between four large tanks and four smaller bins. This necessitates rapid turnover as corn, oats and wheat are handled through the plant and there are no extra bins for private storage. The Missouri Pacific Railway, upon which the elevator is lo-



PLANT OF THE EMMA (MO.) CO-OPERATIVE ELEVATOR
COMPANY

cated, has given good service and there has been no lack of cars so far.

The house is equipped with a U. S. Grain Cleaner which has a capacity of 500 bushels per hour; a 5-bushel Richardson Automatic Scale; a Howe Dump Scale; a manlift; and a freight elevator in the warehouse. The plant is operated by a 20-horsepower gas engine, and is lighted throughout by electricity. The power transmission is by rope drive. The loading spout, cob and dust spouts are of steel, and in fact the plant is as near fire proof as possible.

The warehouse is commodious enough to house the sidelines carried by the company and to take care of a considerable amount of seed, a line which is a specialty of the company and which is expected to develop into a big business in the course of a few years. The plant is well planned, well built and well operated and the company can look forward to a successful future if a safe and conservative course is followed.

FISCAL YEAR EXPORTS OF FOOD- STUFFS

The outstanding features of American foodstuffs export trade for the year ending June 30, 1922, compared with the previous year, have been the very marked increase in the exports of coarse grains—namely, barley, corn, and oats—accompanied by a decrease in exports of both rye and wheat, says the Department of Commerce. The increased exports of coarse grains, especially corn, is no doubt due to the relatively low price of these commodities in the United States, making it possible for Europeans not only to substitute these grains to a greater extent in human food but also to import

them as stock food. The exports of corn are practically three times as great as for the previous year, due in large part to the extensive use of corn in relief work.

Rice, which last year reached a very low price, has also enjoyed a much larger export trade and a consequent improvement in price in this country.

The total value of foodstuffs, however, is considerably decreased, due largely to the decreased price. The value of the principal foodstuff products amounted to \$780,000,000 in 1922, against \$1,335,000,000 in 1921; the bulk of this decreased value falling on wheat, wheat flour and cottonseed oil.

The grain exports in bushels for the year ending June 30, 1922, as compared with 1921, in parentheses, are as follows: Barley, 22,400,393 (20,457,198); corn, 176,409,614 (66,911,093); oats, 15,767,264 (4,302,346); rye, 29,903,602 (45,735,052); wheat, 208,321,091 (293,267,637).

DEVICE TO CONTROL DUST EXPLOSIONS

Letters of patent have been issued by the Canadian Government on a device which aims to prevent dust explosions in grain elevators, flour and feed mills and other industries by humidifying the air. The equipment is being manufactured by the Dodds Canadian Iron Works, Ltd., of Welland, Ont., a new corporation with a capitalization of \$250,000. It is planned to establish a factory soon in the United States.

R. T. F. Dodds, president of the corporation, explains that the new device is able to humidify the air with any per cent of moisture desired, up to the saturation point. The grain dust when so treated cannot explode, he says, no matter what may be its density of volume. Mr. Dodds says the correct theory is that when the dust becomes dense enough in a given area it absorbs the free moisture in the air and the dust in that condition is ripe for an explosion.

When the moisture is automatically replaced as is done by the Dodds system, the cause of an explosion no longer exists. Mr. Dodds declares that the dust which accumulates on walls, ledges, rafters and such other places in mills and grain elevators, is harmless when subjected to the new system. It does not contribute in any way to a dust explosion nor do accumulations increase the liability of an explosion to any degree. The dust held in suspense, and the various accumulations of dust robbed of their moisture, do the damage.

This device, according to Mr. Dodds, also answers another important purpose in flour mills. By the use of this system it is claimed the atmosphere may be kept at any desired degree of humidity in all parts of the building. This has been a problem for millers for many years. The mechanism is adapted for use in old mills and elevators and other devices covered by patents pending relate to the construction of new elevators, mills and other factory buildings by which proper saturation is maintained automatically at all times. The cost of these installations is claimed to be very moderate and therefore will be easily available for large as well as small plants.

Referring to static electricity which is often claimed to have been responsible for dust explosions in grain elevators and mills, Mr. Dodds, who has made an extensive study of the problem, says his experience has been that static does not collect in any quantity in places where the humidity is high. To his mind static electricity is not the greatest source of danger in the production of explosions; the friction of belts or loose machinery may be sufficient, or even a disturbance outside the building which would cause vibrations, might be enough to explode the proper combination of dry dust and dry air.

A NEW variety of oats obtained from Holland is being tried out in South Dakota. So far the crop from the new seed looks better than that in any neighboring fields. John Koldenhoven of Hudson imported the seed and is satisfied that the new variety is a distinct improvement.

A New Feed Plant at Toledo

Larrowe Milling Company Builds a Mill Incorporating Innovations for the Manufacture of Prepared Feed Worked Out Through Years of Experiment

THE new plant of The Larrowe Milling Company at Toledo, Ohio, is the result of 10 years of hard work and thorough investigation beginning back in Cohocton, N. Y., the birthplace and, for many years, the home of James E. Larrowe, president of the company.

At that time the company had already done a great deal to acquaint the farmers and dairymen of the country with dried beet pulp as a dairy ration. Good formulas for combining dry beet pulp into a complete feed were lacking, however, and it was not until The Larrowe Milling Company, after careful study, investigation, and exhaustive feeding tests at the Larrowe Research Farm, developed the "Larro" formula and put "Larro" dairy feed on the market that this type of ration really began to come into general use.

This pioneer dried beet pulp ration was an immediate success and the result is that today, 10 years after the first batch of "Larro" was shipped from Cohocton, N. Y., the demand for dried beet pulp feed has grown to such proportions that this

that when they reach the blending tanks a sample of any ingredient is already a fair average in color, texture, and chemical analysis of the entire contents of the store-house from which it was taken.

The pre-blending process is completed in large cylindrical tanks, 60 feet high, one of which is reserved for each ingredient. The contents of each tank are kept constantly in motion from top to bottom. This is done by means of a double outlet at the bottom of the tank, through which part of the contents are steadily delivered to the poidometers or weighing devices, and then to the mixer to be combined with the other ingredients, while the remainder is diverted to an elevator and returned to the top of the tank, where it is blended again with the incoming supply from the storage bins.

From beginning to end, the processes in "Larro" manufacture are designed to blend and re-blend each individual ingredient and mix these ingredients together so thoroughly that the final product is not

the efficiency of the magnet, and an idea of its thoroughness is shown by an examination of the iron and steel taken from any day's run which reveals particles so fine as to be hardly visible.

The thoroughness of the "scalpers," or screens used to remove other foreign matter is important also. These machines remove particles of glass, stone, large pieces of metal and a variety of such material, all of which makes bad feed for the dairy cow and constitutes a genuine element of danger for

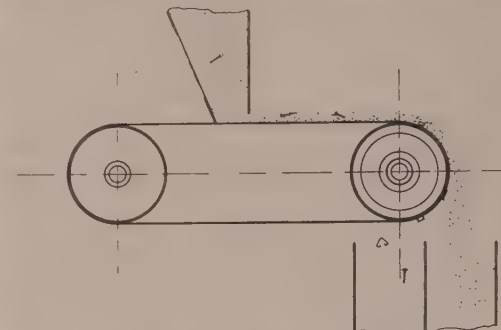


DIAGRAM OF MAGNET SEPARATOR

the dairyman feeding a home-mixed or carelessly prepared ration.

Still another check on "Larro" is maintained at the "Larro" Research Farm, near the main offices, in Detroit. At this completely equipped farm, practical dairy feeding tests of "Larro" are regularly carried on and investigative work is done in an effort to find means, if possible, for improving the product.

Something of the extent of the new plant at Toledo can be gained from the illustration on the following page. Transportation in such a plant is one of the most important features, and the way this has been provided for is well indicated. Eight separate tracks serve the various units of the plant and the loading in and out is accomplished by means of the latest mechanical devices.

In such a bulky article as feed the problem of sufficient storage space calls for solution on a generous scale. This has been given full consideration by the Larrowe company as there are literally acres of warehouses and grain capacity for the thousands of bushels.

The milling and mixing plant itself is of the modern daylight construction, fireproofed so far as science can devise, and equipped with the most modern machinery. Communication by conveyor system is arranged between all units of the plant, eliminating as far as possible costly hand labor. This applies to the assembling and distribution of



MAGNET OVER WHICH ALL "LARRO" FEED PASSES

raw materials, and to the distribution, warehousing and shipping of the finished products.

Space does not permit a discussion of all of the innovations which should be included in a description of the new "Larro" plant. Suffice it to say that those responsible for its erection look upon it as the achievement of an ideal, conceived when "Larro" was first put on the market.

At that time it became the ambition of The Larrowe Milling Company to manufacture the best and most economical dairy ration that modern knowledge of feeding and feed manufacture could produce. Its continued success seems to indicate that "Larro" is such a feed.



LARROWE EXPERIMENTAL DAIRY BARN NEAR DETROIT

commodity has come to be one of the leading by-products of the beet sugar industry.

The remarkable success which "Larro" enjoyed soon made it necessary to provide increased production facilities. The main offices of the company, which in 1912 had already been in existence for a decade, were in Detroit, Mich., and it was decided to erect in Toledo, Ohio, just 60 miles away, a mill for the manufacture of the new dried beet pulp feed.

The first Toledo mill was completed in 1913, and had a capacity of 20 tons an hour. As time went on new processes were installed and new methods adopted to keep pace with advancing sales, until the capacity of the original mill had been increased four times its initial hourly output.

When it became apparent that the 80-ton capacity was still insufficient, plans were made for the erection of the new "Larro" plant, now in its fifth month of operation, which stands next to the site occupied by the first Toledo mill.

The completion of this plant brought with it the introduction, into mixed feed manufacture, of methods and processes which it is hardly an exaggeration to term revolutionary. One of these is known as the "pre-blending" of ingredients.

A storage capacity of 70,000 tons makes it possible to distribute each incoming carload of the various ingredients used in "Larro" over a very large storage area so that when a carload of cottonseed meal, for instance, is distributed over the bins reserved for that ingredient, the meal forms a very thin layer about one-half inch in depth, over the entire storage surface which begins to combine with the rest of the meal in the bins and is fairly well blended by the time it is removed by the screw conveyors installed under the floor of every bin. This is done with all ingredients with the result

affected by the inevitable variations in color, texture, and chemical analysis found in all ingredients in their raw state.

Before ingredients are unloaded from the cars, however, composite samples are examined and analyzed for protein, fibre, fat, moisture and acidity. No shipment is unloaded until its condition is shown to be satisfactory. Shipments which do not show the proper analysis are, of course, rejected.

Similar chemical tests are made every half hour of the finished product, so that a constant laboratory check is maintained upon the chemical content of the ingredients both before and after the processes of combining them.

One of the most striking innovations is the large electro magnet over which the finished product passes just before it goes to the machines which automatically weigh and sack it for shipment.

The use of magnets for extracting steel and iron refuse from ingredients which have to be crushed or ground in attrition mills is not new. This, of course, is commonly done to prevent fragments of such metal from damaging the machinery through which the ingredient passes. Such measures, however, are but a slight protection against the dangerous menace to the dairy cow, arising from the quantities of nails, wire, tacks, and particles of steel and iron which invariably find their way into any dairy feed that does not pass over magnets in its finished state.

As an effective safeguard against this danger, "Larro" is passed over a powerful magnetic separator weighing three tons. The magnetized roller is six feet wide and has a pulling power of 42 pounds to the square inch—enough to pull the head of a sledge hammer through several inches of feed.

Tests are made at frequent intervals to check

CROPS SHOW IMPROVEMENT

Crops made some improvement for the most part in the Southeastern and Eastern States and in the southern Rocky Mountain region and California, during the two weeks ending July 31, according to the United States Department of Agriculture's report for the last half of July. In the Lake States and the upper Mississippi Valley conditions changed but little. Heavy rains along the Atlantic Coast caused some damage to grain in the shock, but elsewhere injury from unfavorable weather was not appreciable.

Corn is tasseling in the western part of the corn belt and is making good progress in most of the other regions, although rain is needed in Minnesota. The crop is still somewhat backward in New England, and in New York. Winter wheat is nearly all threshed in Texas, Oklahoma, Tennessee, and North Carolina as well as in the southern portion of Illinois.

"JIM DUNN"

BY HOOZUS

Jim Dunn, who runs the elevator at Sperry Siding, says: "Th' other day a young feller dropped in t' th' elevator t' see if he could sell me a 'lectric motor. He'd been a talkin' t' me for quite a spell an' finely he says t' me, he says: 'Now ya oughta have a motor here in place o' that there old gas-engine.

business, an' it's a good plan t' follow—if ya wan't t' be a poor man.

Loanin' sacks is like playin' th' shell game. They're both bad habits, an' there's no money in either.

Don't arggu 'bout weights. See that your scale is on th' level—an' keep that way yourself.

Don't never buy No. 3 wheat an' expect it t' grade No. 2. Th' miracles in th' grain bizness have all been exposed.

Sometimes, if ya'll let him have his head, your compet'ter will get a bellyfull long before he'll get his elevator full.

Too many fellers in th' grain bizness get in over their heads afore they've learnt t' swim.

Maybe it's never too late t' learn; but it's th' man that learns early that gets th' money.

NEW GRAINS FOR NEW YORK

Two new varieties of wheat and one of rye may be had by New York state farmers for fall planting, according to a statement given out by the plant breeders of the state College of Agriculture at Ithaca. Forward is a red kernelled white chaff wheat that is offered in commercial quantities for the first time this year. It has rather stiff straw, grows taller than ordinary wheat and has proved in long continued tests under the direction of the college to be one of the best yielders developed by the cereal breeders of the state. For eastern

for more wheat not being ground in Korea. American flour is being imported into Korea by Japanese merchants.

WHAT'S AHEAD IN THE FEED BUSINESS?*

It is with no spirit of egotism that I have selected as the subject of my talk a question that might indicate a personal confidence in predicting or prophesying the future of the retail feed business. On the contrary, the subject was selected only because of the inquiry that comes so frequently these days from retail feed merchants as to the prospects the business holds out to them for the future. In attempting to answer these inquiries, I shall endeavor only to pass on to you the pulse of the feed business as I have gathered it from reports coming from wholesalers, retailers and feeders in various sections of the country.

The fact that, since I enjoyed the last opportunity of addressing you, I have chosen the feed business in place of the automobile business with which to stake my future activity should be sufficient evidence of my full confidence in the future of the feed trade.

However, from practically every section of the country come reports that retail feed dealers are discouraged and that many of them have lost heart in the business due to the severity of credit conditions, the wide price differentials between milk and



PLANT OF THE LAROWE MILLING COMPANY, TOLEDO, OHIO

Some day, when ya have a big run o' grain, that there engine'll buck on ya, an' then ya'll be hung up right.'

"Well, that struck me sorta funny, an' I says t' that there young feller, I says: 'Say, young feller, ya said something that time, but it's th' wrong thing in this here case. Why that there old gas-engine is th' most powerful arggyment I got 'round this here place.'

"What d'ya mean, arggyment?" he says.

"Well, it's like this, I says. 'I got a fire eater of a compet'ter, 6 miles east, an' 'bout ever so often he goes up in th' air an' puts his prices sky high. He usta pull a lot o' my customers over his way; but now I jes crack the price a cupla cents higher an' when th' stuff gets comin' my way too strong that there old gas-engine jest natcherly starts buckin' an' o' course I can't take in enny more. By that time th' fire eater is usely ready t' put th' prices back where they belong. Now th' funny thing 'bout it is that as soon as th' prices gets steady again, that fool engine never misses a shot.'

"Th' young feller he looks at me kinda hopeless like for 'bout a minnit, an' then he says t' me, he says: 'Well, I guess I'm licked, Brother. Good Bye!'"

LITTLE TIPS FROM "JIM DUNN"

Th' country is s'posed t' be dry, an' so is th' new wheat; but there's considerable moisture in both of 'em yet.

Nowadays, with turbines an' 'lectric motors, it's no trouble for th' mill t' grind again with th' water that has passed.

Payin' th' farmer cash for his stuff, an' then givin' him credit for what ya sell him is a poor man's

sections of the state, Dawson's Golden Chaff, now known as Honor Wheat, is especially recommended by the state specialists.

As a result of tests to develop new varieties of rye still being carried on by the state at Ithaca and in the Hudson Valley counties, one sort, as yet unnamed, is now available in limited quantities. Although the college does not guarantee it to be superior to Rosen rye, it probably yields as much as that variety and at least 30 per cent more than common varieties now in use. The new rye, apparently of Siberian origin, came from Germany to the college in 1914. It has proven superior to a large number of other varieties each year in competitive tests, the average yield having been 36.2 bushels per acre. Last year it yielded slightly more than Rosen rye. Growers who have been co-operating with the college to develop and test these new sorts of wheat and rye this year have some seed available for distribution.

A PECULIAR trade situation exists in Korea today with respect to wheat and flour markets. The country has two flour mills with a capacity of 800 barrels a day, which if running on full time could supply all the flour needed in that country, and yet they are running only on part time because they cannot obtain the wheat which they need, says Vice Consul Beck, Seoul, Korea, in a report to the Department of Commerce, although Korea produced in 1921 over 11,000,000 bushels of wheat. This would be ample to supply the mills, but the fact that Korean wheat sells in Japan, England and Central Russia for more than the local millers can afford to pay is responsible

feeds and the more than usual reduction in feeding during pasture season. To this class of retail feed dealers I can only say that they must not forget that retail merchants in other lines of business have been, and are facing problems as great in proportion and as hard of solution as those of the feed dealer.

Many men outside of the automobile industry have inquired how it was possible for the automobile men to so rapidly come out of the general business slump this spring and develop wonderful sales in the face of such general depressed business conditions. Granting that the automobile industry did come back quickly and strongly and has apparently put over wonderful sales programs with apparent corresponding profits, I can say to you frankly from the depths of my experience in the automobile field that automobile retail merchants have been sweating blood through 1922 to as great an extent as retail feed dealers. Extravagant equipment built during the peak of war times with its corresponding heavy overhead, the tightness of money and the tremendous used-car problem have cut the profits of the automobile dealer and caused the same anxiety with which you retail feed men have been laboring during the last year. And while I speak of the automobile business in particular, friends of mine in other lines of business tell me that the men in their industries have been and are facing problems of difficult solution. So, right here,

*Address of Austin W. Carpenter, Advertising Director of The Larowe Milling Company, Detroit, Mich., before the Eighth Annual Convention of the Mutual Millers and Feed Dealers Association of New York and Pennsylvania, held at Jamestown, New York, July 21.

I hope I can drive home this point, so that, if any of you came here discouraged over the situation of your industry, you will go home realizing that its problems are no more difficult or trying than those of other business lines.

One of the things ahead in the feed business as I see it is a period of keener competition; not perhaps that there are more feed dealers in the field or that the majority of dealers are strengthening their sales effort. While, as in other lines, some dealers, sensing the fact that under present conditions it is to be the case of the survival of the fittest, are thinking and planning a more systematic sales campaign, yet, perhaps, the greater phase of increased competition is the co-operative purchasing movement that seems to be growing in many sections of the country. To you dealers present, without doubt the G. L. F. Exchange is the greatest co-operative competitive factor with which you have to deal.

Without stopping to discuss the merits of the G. L. F. Exchange, or its prospects for success or failure at this time, I want you to assume with me that it is a going institution and that it has good chances of success, providing of course, it can render equally as good or better service to its customers and the dairymen of the community in which it operates as is being rendered by regular retail feed merchants.

In meeting this era of keener competition several changes of policy are needed on the part of you dealers. The first of those, in my estimation, is better business methods. You may think that you are good business men. You may feel that you have your fingers on every feature of your business. If such is the case, you are entitled to congratulations and your chances of continued success are splendid. And, in what I have to say in this particular, if the coat doesn't fit, you don't need to put it on. I do know, however, from admissions of many dealers that there are hundreds of retail feed dealers who are not thoroughly familiar with their business because of lack of good business methods. I am wondering how many of you men present could tell me how much business you did during the last six months or the last year; how much it cost you to conduct this business, that is, what is the percentage of your overhead; what portion of your tonnage was sold for cash or credit; what your credit losses have been during any given period and just how much you have made or lost on your investment. I dare say many of you would have to answer in the negative, yet all of you must admit that sound business practice demands an answer to each of those problems. To prove my contention along this line, I need only to refer to the fact that on a questionnaire sent out by our organization this spring to dealers who had increased their volume of business on our product with the inquiry as to how this increased tonnage was brought about, many of them responded that they could not give the reasons. In fact, a considerable number of them admitted that they did not know they had increased their tonnage until that fact was brought to their attention by our organization.

If a survey should be made today to discover the reason for the great success of the concerns whose products seem to be leading in the sales columns, I dare say we would discover the success of the organizations in the analyzing of business conditions in the field where their products are sold. None of us analyze the conditions surrounding our business sufficiently. I do not believe that I am putting the situation too strongly when I make the broad statement that mighty, mighty few feed dealers go to the pains of analyzing the conditions in their respective territories that must have a vital effect upon the success of their sales activity.

Another need on the part of retail feed men to meet this era of keener competition is more energetic sales work. As we come in contact with some of the alibis that are offered by feed merchants for a lack of business, they are almost unbelievable. It seems that the average feed dealer is glued to his place of business and tongue-tied so far as telling his feed gospel to the men in his trade territory. Dealers refuse to go out and canvass for business, and instead of openly and enthusiastically telling their customers of the parti-

cular feed in which they have confidence, follow the lines of least resistance and give the customer what he first asks for, no matter what they may be convinced will be the results on his dairy. Since becoming actively interested in the feed business during the last month, report after report has come to my attention in which feed dealers frankly state that, if they must go out and solicit business by personal calls, they will get out of business. One would judge that these men deemed it undignified to go out and canvass for increased sales.

Recall the history of every great constructive national movement and you will discover that its success came as a result of hard and preserving effort on the part of the men who had confidence in the movement. Had those citizens whose hearts boiled at the cruelties of slavery been content to sit idly by and hope for the removal of this national menace, we still would have slavery as a national problem today. Likewise, had the temperance advocates been satisfied to wait until temperance came as a matter of regular routine, the Eighteenth Amendment would never have been a reality. It was the enthusiastic and energetic missionary work on the part of the advocates of these two reforms that brought them into existence.

As a business illustration along this line, I refer you to the fact that last year Washington jumped to the lead in apple production among the states of our nation. And why? Simply because the apple growers of the Northwest possessed business vision and energy. They blazed a missionary path, even into the East through bill-boards and pages of national magazine advertising. The untiring efforts of salesmen told the virtues of Washington apples to the people they had listed as possible prospects. Tell us, if you will, if there was anything undignified in the policy of these northwestern apple growers in pushing their product to the front? Tell me also if their product could have been sold in such large quantities and at such a splendid profit had they taken the position that if they had to go outside of the state of Washington to sell their fruit, they would desert their orchards and go out of business? Let me say right here, and I want to emphasize the statement that while many retail feed dealers are opposed to the activities of the Dairymen's League and the co-operative purchasing movement so closely allied therewith, yet even they can take and apply at least one page from the program of these co-operative organizations. That page, or feature, is good, hard work. The men who originated this co-operative idea were not content to sit idly by while the farmers rushed in with their subscriptions and financial support. On the contrary, they went out into the highways and byways and worked early and late to gather support for their movement and the momentum this movement has obtained is due to a great extent to the untiring efforts placed behind it by the men who had the interest of the movement at heart. They did not feel that it was undignified to go out and further the interest of their policy.

Every retail feed dealer should go out and canvass his business. You are in business for the profit there is in it and that profit is going to be large or small just in proportion to the turnover of the goods you offer for sale. Canvassing will bring more sales, more rapid turnover, more profits. Don't fool yourself on the idea that the farmer doesn't like to have you call personally for business. He is like any other human being. And as a general proposition, you will all admit men like to do business with live wires.

There is another thing that canvassing will accomplish. It will bring you in close touch with the individual farmers in your trade territory. You will get to know them better. You will build good will by convincing your customers that you have a real interest in their industry. Not only this, but you will have the opportunity of presenting the other side of the argument on co-operative purchasing. Get close to your farm trade and you will be able to point out to them how it is to their interest to buy their supplies from the business men of the community whose taxes go to build their good roads, their local schools and other beneficial community institutions. If you get the personal contact, it will be easy to put across in a convinc-

ing way the fact that their land values rise and fall just in proportion to the nearness in location of their farms to the good trading center—the good live town, and that those towns are built and maintained by the retail merchants and not by co-operative purchasing organizations.

So much is being said these days in feed circles relative to the co-operative movement, and in particular in regard to the G. L. F. Exchange, that I cannot refrain from voicing an attitude on this proposition. With you, I am heartily in accord with the belief that the co-operative purchasing idea is economically unsound, impractical in operation and un-American in its tendencies. However, in my opinion, this co-operative movement is entitled to a fair trial, and, while some of the leaders behind the organization may be working for their own selfish interests and others may be grafters, yet I am firmly convinced that the great rank and file of the co-operative leaders are absolutely sincere in their purpose and are giving liberally of their time and effort only with the idea that they are accomplishing something really constructive and beneficial for the great farming industry as a whole. Isn't it true that the retail merchant who sells feed, farm machinery, fertilizer and other farm supplies, has been asleep at the switch on the matter of cultivating real good-will with the farmers of his community. So much so that it has been an easy matter for the co-operative propagandists to poison the minds of farmers against the retail merchant and in favor of the co-operative purchasing organization? How many of you men have ever taken the opportunity of sitting down with individual farmers of your community for a heart to heart talk with them relative to the service you render and the conservative profits you make from such service? Mighty few of you, I dare say.

Right now is the psychological time to do some of this good-will work. The co-operative organizations are not in position to extend credit to their customers at this very time when credit is most needed. It is the retail merchant that is extending the credit and doing his part in assisting his customers meet the aggravated credit conditions found in so many sections. If this service was pointed out to farmers in an intelligent, fair and broad-minded way, it would do wonders in checking the co-operative movement.

Only one side of the co-operative picture has been painted to the American farmer. He hears it on every hand from the promoters of the co-operative movement until naturally he believes in it and grasps it as his salvation. If the retail merchants of America handling farm supplies would get into the farm homes with the other side of the picture, it wouldn't be long until the co-operative movement would wain and die. An American farmer is a fair-minded fellow—human like the rest of us and if once convinced that the retail merchant is really interested in seeing that he had a square deal, would be as loyal to the dealer as he is to his co-operative organizations and would work with the dealer for the community interests which they share and enjoy together.

What's ahead in the feed business? The same perplexing problems and keen competition that will come to every line of business activity during the coming months and until readjustment problems are solved and business is back to normal, but all in all the situation carries a bright outlook. Of this much we can all be sure, if we intelligently analyze our business problems, use improved business methods, closely watch the overhead, put on energetic sales campaigns, get close to the farmers and their families and thus build good-will, we will not need to worry about the future of our industry, for these factors religiously followed will bring to the retail feed merchant an increased business, a satisfactory profit and a joy in doing business. The future of your business is squarely up to you. Think, plan, and work, and you'll make money and be happy in the feed business.

HESSIAN fly has been making inroads in the crops of Minnesota. The damage has not been extensive this year, but fears are entertained that it will again become a pest after an almost total disappearance for 15 years.

THOSE INDEFINITE EXPORT BILLS

A recent decision rendered by Judge Learned Hand in the United States District Court, for the Southern District of New York, says the New York *Journal of Commerce*, will interest exporters and shippers generally because of comments on customs in the port of New York relating to forms of bills of lading, compliance with terms of c. i. f. contracts, and also the definition of shipping terms.

The case was that of Stallman against Cundill, wherein the plaintiff sued for damages for failure to deliver a consignment of camphor shipped from New York to London, sale having been made through a broker, c. i. f. London, including war risk insurance; "Shipment to be made promptly by steamer from New York to London." Bought and sold notes had been exchanged December 5 and it was agreed that "prompt shipment" meant "fourteen days" from contract date. The court held that "shipment to be made promptly" was equivalent to the phrase, "prompt shipment" and indicated shipment immediately or at once, and, in this case, shipment on or before December 19.

The defendant engaged transportation December 16, through agents, on a steamer alleged to be loading in New York, and delivered the merchandise at a pier as directed by the carrier's agents, receiving a bill of lading reciting that goods had been received in apparent good order and condition for shipment by a certain vessel bound for London, with liberty to ship by any other or succeeding steamer; this bill did not acknowledge the receipt of the goods "on board" the vessel and therefore was not a true bill.

Many other bills similar in substance to the one issued were offered in evidence to prove the custom of the port, and the court held that defendant had complied with contract stipulation regarding "prompt shipment" and the word "shipment," as used in the contract and for delivery in the port of New York as subject to port custom, required no more than delivery to a reputable carrier and receipt of one of the so called bills.

One qualification was essential, viz: That the steamer was not in port at the time of delivery of goods to the pier, but at Newfoundland, a thousand miles away, and a bill of lading by a steamer which the shipper knew was not at the time in port, was not an honest compliance with the contract for prompt shipment. A shipper, accepting such a bill of lading, must be reasonably assured that the ship was ready to receive the goods at once or within a reasonable time—a few days—and if he knew that the vessel was at Newfoundland the bill of lading would not have been "prompt shipment."

The exact location of the vessel had been misrepresented, but the defendant was not bound to suspect the falsity of the carrier's assurance and make an independent investigation. He was justified in accepting the assurances received and was not chargeable with negligence in failing to suspect misstatements, since a requirement to suspect a carrier's assurances and investigate would impose an unwarranted standard of incredulity among business men dealing in affairs of the port. The court therefore held that the contract had been performed in accordance with port customs and plaintiff was obliged to accept the merchandise on its arrival and had recourse only against the carrier for his deceit against the shipper, to which, if it was of any value, the plaintiff would be substituted along with the transfer of the goods.

GRAIN BY BARGE

The canal barge steamer *West Chester*, towing the barges *U. S. 212* and *217* with a cargo of 46,000 bushels of grain, left Toledo, Ohio on July 27 for Buffalo, enroute to New York. From Buffalo the boats went through the New York State Barge Canal to their destination.

The trip was made in an effort to establish a regular grain freight service between Great Lakes ports and the seaboard and should the initial trip

prove successful a regular schedule of service will be adopted during the remainder of the season, it is said in marine circles.

The service has been contemplated for some time and is not one arising from the circumstances of the railroad and coal strikes, it is said.

BOTTOM DROPS OUT OF A WHEAT FIELD

BY ROBERT H. MOULTON

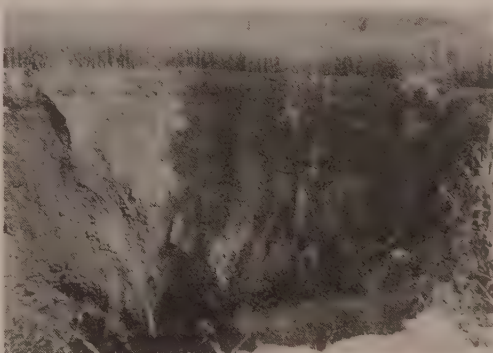
We have frequently heard of the bottom dropping out of the wheat market, but instances where the bottom has dropped out of a wheat field are comparatively rare. This, however, is exactly what happened on the farm of J. G. Gleize, near Bland, Mo., a short time ago. At noon one day Mr. Gleize stopped the tractor with which he had been plow-



A CREVASSE IN MISSOURI WHEAT FIELD

ing, climbed the fence of that field into a field of growing wheat and followed his usual path through the wheat to home and dinner.

It was one o'clock when he started back to the tractor, and as he retraced his steps across the wheat field, and neared the lower end, he found an amazing thing. Directly in front of him, the ground he had walked upon but an hour before was gone. In its place was a great chasm. The hole was almost round, and so deep that Mr. Gleize could only see the bottom by climbing to the very edge and looking down. Even then, all that he saw



LOOKING DOWN INTO THE PIT

was a dark opening where the bottom should have been. Beyond the opening, impenetrable darkness. The steeply-sloping sides were not littered with uprooted wheat nor any other debris, nor were they jagged in appearance. It was almost as though a gigantic paring knife had been at work, in the hands of an expert.

According to Mr. Gleize there was no water at the bottom of the sink hole when he first looked down into it. A few hours later, however, the bottom had filled with muddy water, covered with a black scum. The water afterwards cleared and then became muddy again. Measurements made later in the week showed the hole to be 70 feet in diameter, while the distance from the surface of the ground to the water was 112 feet, and the water itself had an additional depth of 114 feet. After the first sinking of the ground, which occurred on a Monday, the surface opening was almost circular except for a large clump of earth held by the roots of a 20-year old apple tree standing some seven or eight feet away from the rim. On the following Friday the tree was still there, but the next morn-

ing it had vanished, a patch of fresh-looking dirt on the side of the cave-in showing where the tree and its roots had been detached. The pool below did not show a twig projecting above the water, nor so much as a leaf floating on the surface.

Since the cave-in occurred a few weeks ago several additional segments of earth have dropped out of sight, mostly from the lower portions of the sides, which at the present time are straight up and down in places and are rapidly approaching that condition elsewhere. The bottom is about three times larger now than it was on the first day, and it is all water, too, although a few ledges of rock on one side offer a precarious foothold for anybody who might be so unfortunate as to tumble in. Several adventurous young men of the neighborhood who have descended on rope ladders to the bottom of the pit report that both the water and the air down there are very cold. But there is no apparent entrance or exit for the water around the edges of the hole, a fact which is puzzling not only to the residents of the districts but to scientists who have visited the scene.

GRAIN CROPS OF THE WORLD

As most of our grain is sold on a world basis it is well to keep in mind just what proportion of the world's cereals America contributes. The following table gives an estimate of world grain crops since 1895, in millions of bushels. The figures since 1914 are necessarily conjectural, but are probably approximately correct:

Year—	Corn.	Wheat.	Oats.	Barley.	Rye.	Flax-seed.
1921.....	4,063	3,480	3,393	1,343	1,293	85
1920.....	4,297	3,336	3,943	1,402	1,155	89
1919.....	3,861	3,374	3,267	1,274	1,197	65
1918.....	3,367	3,611	3,706	1,470	1,226	73
1917.....	3,890	3,312	3,382	1,404	1,232	58
1916.....	3,512	3,636	3,933	1,510	1,527	100
1915.....	4,210	4,229	4,357	1,600	1,618	101
1914.....	3,887	3,541	4,058	1,493	1,571	97
1913.....	3,587	4,127	1,697	1,650	1,880	133
1912.....	4,372	3,792	4,617	1,467	1,887	130
1911.....	3,480	3,546	3,809	1,373	1,574	101
1910.....	4,027	3,575	4,182	1,389	1,679	85
1909.....	3,563	3,582	4,313	1,453	1,747	101
1908.....	3,607	3,182	3,591	1,275	1,590	101
1907.....	3,420	3,134	3,004	1,271	1,539	103
1906.....	3,964	3,434	3,545	1,297	1,433	88
1905.....	3,461	3,327	3,010	1,180	1,496	100
1904.....	3,109	3,164	3,611	1,176	1,742	108
1903.....	3,067	3,190	3,378	1,236	1,660	110
1902.....	3,187	3,090	3,626	1,229	1,648	84
1901.....	2,367	2,956	2,863	1,072	1,416	72
1900.....	2,793	2,641	3,166	960	1,558	62
1899.....	2,724	2,784	3,256	965	1,583	65
1898.....	2,683	2,948	2,904	1,031	1,461	72
1897.....	2,587	2,936	2,634	865	1,391	58
1896.....	2,864	2,506	2,847	932	1,409	93
1895.....	2,835	2,593	3,008	916	1,468	..

FERTILIZER AND INCREASED BUSINESS

The increased business coming to the elevator by the use of fertilizer on the farms of the neighborhood is not appreciated by the majority of grain dealers. Incidentally fertilizer, if rightly handled, makes a profitable side line for the elevator operator.

"Few farm crops give a better return for applications of commercial fertilizers than wheat." This statement, by Director Williams of the Ohio Agricultural Experiment Station, is based on tests made at the Station, to determine the most profitable place in the rotation to use commercial fertilizers. In the experiment a stated amount of fertilizer is divided equally to three or two of the crops, and, finally, all is given to each one of the crops.

The largest net return from the rotation as a whole has been received from applying all the fertilizer to the wheat. The next best return comes from dividing the application between the corn and wheat of the rotation.

Tests at 13 different points in Ohio, on five principal soil types of the state, extending over periods ranging from five to 17 years, show an average increase in the yield of wheat of more than seven bushels per acre for an average application of 170 pounds of acid phosphate. With wheat at \$1 a bushel this is a return of 4 cents a pound for the acid phosphate, without counting its effect upon subsequent crops.

EUROPEAN harvesting is delayed by heavy rains and the Department of Agriculture predicts an early brisk demand for American grain.



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CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., AUGUST 15, 1922

IS THERE METHOD IN HIS MADNESS?

A MINNESOTA paper recently quoted John F. Sinclair of Minneapolis, a banker, to the effect that the U. S. Grain Corporation should be revived and minimum price of \$1.50 fixed for the 1922 crop of wheat. Mr. Sinclair is quoted further as saying that "country banks are so strained that they cannot extend credit past the harvest season. They hold 10 times more chattel mortgages on the grain in the field than in former years and these mortgages will act as whips to force the farmer to sell at once. The result will be dumping of millions of bushels on the market at the same moment. The price will fall, the farmer will be bankrupt and the millions of dollars in paper in the banks will go unpaid."

After reading this far in Mr. Sinclair's Jeremiad we might conclude that he was either short on wheat and was using a rather subtle way of putting out a thoroughly bearish sentiment disguised under the veil of sympathy, or else that he was running for a political office within the gift of the farm voters. We know nothing about Mr. Sinclair, so it is only our guess. But Mr. Sinclair was not through. He scattered more gloom by stating that American grain price depends on the European ability to buy. Europe is so poor that it can only pay low prices. This condition will react upon the American market, tending to drive the price down to levels that will spell ruin for the American producer.

This picture, unpleasant as it is, has a good deal of truth in it, but the revival of the U. S. Grain Corporation is not the remedy for

it. It is a remedy which we might expect from a northwest politician or an unfortunate speculator, but not from a banker. If Mr. Sinclair knows anything about economics (and he has no business in a bank if he doesn't) he does not have to be told that artificial measures cannot upset natural laws; they may delay the operation of such laws, but eventually we have to conform to them.

Fixing a wheat price above Europe's ability to pay would only pile up a surplus; then the measures would have to be repeated next year and the next, until we would be smothered under the weight of our own grain or ruined by the taxes which were exacted to pay for it. We wonder what game Mr. Sinclair is playing outside his vocation of banking.

A REAL EXECUTIVE

OUR hat is off to the Hon. Warren T. McCray, grain dealer, Governor of Indiana, who, on July 26 announced that if coal miners and operators did not effect a settlement within five days the state would take over and operate "sufficient mines to supply Indiana's necessities."

Governor McCray recognizes that the public has rights which must be respected, and he had courage to defend those rights. This stand demonstrates the difference between a real executive who is called to a public task through recognition of his abilities, and the man who makes politics a profession and is more concerned over his own advancement than he is in the public welfare. The latter is afraid of the labor vote or the soldier vote or some other vote, and is ever on the fence watching to see which is the safer way to jump, but in the mean time doing nothing.

As is usually the case Mr. McCray's way got results, and at the same time earned the respect and gratitude of every thinking citizen of his state, and this includes the majority of trade union men and many among the miners themselves.

THE RAILROAD ISSUE

PRESIDENT HARDING'S plan to settle the railroad strike fell through, and in the process the railways lost much of the public sympathy because they refused to accept the President's terms while the strikers appeared to do so. Samuel M. Felton, president of the Great Western Railway, in an article in the *Chicago Tribune* of August 10, showed that the strikers apparent acquiescence was merely a gesture to delude the public.

We hold no brief for the railroad, but this question touches the fundamental question of obeying the law, and for this reason should be given full publicity at its true value. The first of the proposed articles of peace was to the effect that both sides should recognize Labor Board and abide by its decisions. In answer to this the strikers said:

The employees have always taken the position that as long as they continued to render service they should abide by the rules and working con-

ditions and accept the wages agreed upon by proper negotiation or determined by the Labor Board after a hearing of a dispute upon any of these matters.

This sounds submissive enough, but as Goldberg says: "It doesn't mean anything." Mr. Felton explains this statement as follows:

You will note that the labor leaders concede it is the duty of the employees to abide by the decisions of the Board only "as long as they continue to render service," that is, until they strike. You will also note they say something has been "universally admitted" which never has been admitted by anybody outside of the labor unions, namely, "that the employees in exercising their right to suspend work"—which is merely their euphemism for strike—"upon nonacceptable conditions were neither violating the law nor the decisions of the Board."

Since it is absolutely impossible for the employees to violate a decision of the Board except by striking the labor leaders necessarily reach the astonishing conclusion that while the railways can violate decisions of the Board it is impossible for the employees to do so!

The issue is whether the unions are above the law. They have tried to make the seniority question the issue, but the seniority rule was understood before the strike started, and the strikers went into the fight with their eyes open. We hope for an early rail peace, but only upon terms which will make both sides of trade union disputes amenable under the law for all time to come.

A NEW BROOM

RESIGNATION by all the old officers of the U. S. Grain Growers and the appointment of others has given the organization a new administrative broom. It remains to be seen whether it can sweep any cleaner than the old. It is under a severe handicap, for there is an immense amount of rubbish to clean away before any constructive work can be done. Perhaps the new officers will not attempt to clean up the muss; they may disregard it entirely and pretend that they are starting with a clean slate. But will the farmers who invested their money, be as willing to forget the past? Some of them may demand more than vague promises before they sign another contract.

New contracts will have to be signed for it is not likely that the old ones have any force at this time. Threats are being made, that the old contracts will be enforced and action has been started to test their validity. We doubt if the cases ever come to trial for the publicity which would result would be the last thing that the Grain Growers would desire, and it is not likely that any court would hold that an organization which had not fulfilled its obligations and had no means of fulfilling them, and that was bankrupt, had any claim on the signers of the contracts.

The organization is now in the control of the Farm Bureau Federation. The Federation has a vast field of usefulness in agriculture, but we do not believe it has been miraculously endowed with a knowledge of marketing which will decrease by one iota the cost of that service. Since more than one man engaged in trading in grain the effort

has been to cut the cost. Competition has eradicated the waste and inefficiency, and through many generations the survivors have been those who performed the duties of middleman cheapest. This has led to constant improvement of the service, until grain marketing has reached the highest pinnacle of economical administration. The distribution of no commodity can begin to compare with it. If the leaders of the Federation have any suggestions whereby the service could be improved, they have been strangely silent on the subject.

The collection of grain from the producers and the distribution of that grain to the consumers in all parts of the world entails a definite amount of effort and capital. Thousands of men are engaged in performing the service and if it could be done more economically, someone would find the way and could enjoy a practical monopoly, for he would do it cheaper than his fellows. Is it reasonable to suppose that the Federation leaders, without training and experience can do it as well as the established firms, many of which have specialized in the business for several generations?

Like their predecessors the new officers begin with promises. If we may believe the press the new treasurer states that they will have connections in several terminal markets and will begin handling grain by September 1. After the experience of the past it would be more becoming to do something first and talk about it afterward.

REGULATING PROFITS

INITIATIVE petitions for a new grain grading act to take the place of the one declared unconstitutional last year by the U. S. Supreme Court, are being circulated in North Dakota. The bill will provide for a supervisor of grades, weights and measures, to be appointed by the state railroad and warehouse commission. Among the duties of the supervisor will be that of prescribing the margin of profit elevators may charge for handling grain.

This is a job for a superman. Perhaps North Dakota has some of the species, but if so, they have not been introduced to the public. Fixing a margin of profit sounds easy, but when we consider that some houses in North Dakota do not handle 100,000 bushels, while others handle several times that amount, and possibly with no greater overhead expense, the task begins to take on formidable proportions.

If the profit is fixed by the operating cost of the most efficient houses, the smaller or less efficient plants will be driven out of business for they will have to do business at a loss. If the cost of operating the little house is the criterion then the big handler is sitting pretty. By trying to force profits to the cost percentage basis it would put prices out of line and have disastrous effects.

Most of these governmental efforts to limit profits only result in putting a premium on inefficiency. Where there is real and active competition natural laws take care of the

matter and are better regulators than politically appointed supervisors could ever be. But this is North Dakota's bed, let her lie in it.

GATHERING STATISTICS

THE Chamber of Commerce of the United States has inaugurated a movement among the trade associations affiliated with it, to collect essential business statistics which may be of value to the whole trade. This movement is the result of the runaway markets in many commodities during the last period of inflation, which were caused largely by the lack of accurate figures on production, consumption and stocks on hand. Associations having to do with manufacturing industries are aimed at primarily, for the statistics on the supply and demand for raw products, like grain and cotton are already efficiently collected and disseminated.

The success of this plan depends entirely upon the full co-operation of every member. Judging by the average milling and feed manufacturing association with which we have come in contact, the Chamber of Commerce has a big job on its hands. Individual manufacturers are extremely jealous of all details of their business even when they know them. They think that every other member will use such facts as they may disclose to the disadvantage of the person giving the information. The associations which have tried to collect such information are fortunate if 20 per cent of the members respond. This percentage is not enough to give a survey of conditions, and an immense amount of educational work will have to be done before there will be anything like a general response.

ASSOCIATION LETHARGY

THERE is something wrong with the trade associations. To get new members a booster committee has to get down on its knees and beg the applicant to sign an enrollment blank. The reluctant applicant yields to this pleading, in part to be a good fellow and in part to get rid of the pests. Not once in a hundred times does he voluntarily hunt up the association and submit an application to join without solicitation. The association, to keep its fires burning, has to spend much of its available energy in getting and retaining members.

The membership committee of any good association should have its hands full looking up applicants to see that they are qualified for membership. It is quite evident that the various associations have not sold the association idea to the trade at large. Those who take an active interest soon become convinced of the great value of association work, but the demonstration has not reached the man on the side lines, the average member. He joins, pays his dues, possibly attends the annual convention which, more likely than not is cut and dried and has not a single subject on its program touching the problems, the every-day worries of the average member. Perhaps he has a chance of talking

over such problems with fellow members in the lobby, but more likely he wanders in and out of the meeting hall, looking in vain for inspiration or interest, and goes home disappointed. This is the whole extent of his association activity.

The work reported at that convention was no doubt highly important to every member in a broad sense; it was probably well done and the report well presented, but it lacked the personal appeal, it failed of hitting the individual nail, and enthusiastic co-operation can only be gained when the insistent heart-interest of the member is touched. The average association member always takes the path of least resistance, which is to do nothing, unless his own problem is touched, unless his immediate interest is served. If the association cannot change its program of activity, then it should undertake to show the average member that the adopted program concerns him and his interests.

During the period of greatest agricultural depression in 20 years the U. S. G. G. sold its idea to over 50,000 farmers at \$10 per sell. An association has far more to offer. What is the reason for the apathy?

A CRAZY CANADIAN MEASURE

THE legislatures of Saskatchewan and Alberta have adopted an act endorsing and empowering the Canadian Wheat Board. To say that the provisions of the act are drastic is to put it mildly. In fact it is doubtful if even the U. S. Grain Growers could conceive a measure which has more elements of danger, and that is saying much, for the Grain Growers' favorite indoor sport is juggling economic dynamite.

It was hardly conceivable that the Canadian legislators would commit the supreme folly of passing such a measure, and although they have done so, it is certain that upon the first test the act will be held unconstitutional, that is, contrary to the British Dominion Act.

While a Wheat Board is now authorized to act, in the face of the general criticism of the law and the short time at its disposal, it is doubtful if the Board expects to market the entire wheat crop this fall.

A NEW WAR LOAN

THE War Finance Corporation on August 10 approved loans of \$17,000,000 to wheat and cotton growers' associations. This brings the total loans to co-operative marketing associations to date to \$104,000,000. The new loans are divided as follows: Cotton Growers Co-operative Association of Mississippi, \$7,000,000; Washington Wheat Growers Association, \$1,500,000; Idaho Wheat Growers Association, \$1,500,000; Montana Wheat Growers Association, \$1,500,000; North Dakota Wheat Growers Association, \$5,000,000.

These wheat marketing schemes by farmers' organizations are frankly built upon the principle of monopoly and a control of price at the expense of the consumer. This control is to be gained, theoretically, by withholding supplies until the starving world

pays their price. It would be easy to imagine the benevolent attitude the Government would take toward the meat packers or the Standard Oil Company should they withhold supplies to boost prices. Their officers would be in jail before the ink was dry on the boosting order. But private business has few votes while the farm organizations have many; thus the difference.

EDITORIAL MENTION

All through the Northwest the problem of getting coal for threshing outfits is pressing. Under any system of coal distribution the threshing should be considered a preferred industry.

If you do not believe that statistics can be juggled ask a Dakota editor what the prospects for settlers are in his state, and then, when he has forgotten about it, ask what the terminal markets have done to the Dakota farmer.

The price of grain is slightly higher than last year at this time except for wheat and rye. The slump in wheat came earlier this year, but it was severe last fall you remember. Rye at present is about the cheapest grain in the list.

According to an enthusiastic rural scribe, William Schumacker of Waverly, Iowa, has crossed oats with wheat, the result being a hull-less oat. Perhaps Mr. Schumacker is a direct descendent of that enterprising person of antiquity who crossed the horse and the cow and evolved the unicorn.

A high school class in Iowa studied the cost of seeding Spring wheat this year, and found the average to be \$4.04 per acre. This included 1½ bushels of seed; plowing, harrowing or discing the ground and drilling, measured in 4.04 man hours at 20 cents and 11.19 horse hours at 10 cents. It does not include interest on land and machinery or depreciation. With present crop outlook, on this basis the Spring wheat farmer can look forward to a profitable year.

A grain crop of 5,345,000,000 bushels is predicted in the Government August crop report. This comprises 805,000,000 bushels of wheat, of which 542,000,000 is Winter, and 263,000,000 Spring; 3,017,000,000 bushels of corn; 1,251,000,000 of oats; 192,000,000 of barley; and 76,600,000 of rye. Hay is estimated at 110,300,000 tons. The wheat crop is 10,000,000 bushels more than last year; corn is 63,000,000 bushels less; oats 190,000,000 bushels more than in 1921; barley 41,000,000 more; rye 11,700,000 bushels more than last year; and hay 13,500,000 tons more than last year and the largest crop ever harvested in this country. The Kaffirs will yield 114,000,000 bushels, 1,000,000 under last year. In short, the crops are above the average,

and early reports show fair to high quality. The estimate for oats is higher than expected. Earlier in the season many fields were hopelessly weedy and it remains to be seen how far this handicap was overcome for weedy fields usually make poor quality of grain.

Perhaps the former officers of the U. S. G. G. were wholly unselfish in their desires to help the farmer. But C. H. Gustafson in Nebraska, and Clifford Thorne in Iowa tried to capitalize their efforts by running for the U. S. Senate. Both were defeated, thereby again proving the ingratitude of man.

Lightning has taken its usual toll of grain elevators this year. The cost of rodding is between \$50 and \$70. Insurance allowance soon makes up this cost. Why take a chance? Look over the list of fires this month and note those caused by lightning. Your house may be in a similar list.

A decided shortage of grain cars is a possibility in the next month. Settlement of the coal strike will necessitate using all available rolling stock to move coal. The rail strike has created little shortage so far, but in another 30 days this too might have a decided influence on the number of good order cars.

The Texas Association has informally adopted the word "Monestery" to mean "delivered Texas common point," to be used in connection with the Robinson Code. An aggregate of a large amount of money could be saved grain dealers if the National Association would formally adopt similar words for all state or sectional common points.

As new strains are developed Winter wheat encroaches farther into Spring wheat territory. The yield averages so much better that it makes its way quickly. When bakers are willing to put taste and quality in bread instead of water, the Hard Spring varieties will bring no premium, for in the hands of a skilled baker Winter wheat makes a better loaf.

The North Dakota state mill and elevator at Grand Forks, will be ready to receive grain this fall. The mill formerly run by the state ended up with a deficit, but the state is still convinced that the new plant will revolutionize the grain business of the Northwest. Perhaps nothing more serious will happen than an increase in state taxes, and a final loss in the capital account when the plant is sold cheap to private interests.

Montana grain dealers have protested against the ambiguous clause in the prescribed grain storage tickets. When a farmer places his wheat in storage there are three alternatives: Return of the wheat; delivery at the terminal; or payment of cash value. The party who is to exercise the choice of alternative is not stated, but the accepted view has been that the owner of the grain has the option. The question has been put up to

Attorney General W. D. Rankin for settlement, as the grain dealers claim that this interpretation puts them under a great handicap. If all farmers elected to have their grain returned it is easy to see how impossible the situation would become. The farmer who hauled late would be out of luck, for there would be no storage room left.

James P. Goodrich, former governor of Indiana, after completing a trip through the grain growing section of Russia, is reported to have said that crops everywhere are looking good and that Russia may have grain to export. This report confirms another that an internal loan made by the Soviet government has been over-subscribed, 10,000,000 poods, equivalent to 6,000,000 bushels of bread grain having been pledged.

Ten stations are to be opened in the Dakotas and Minnesota where farmers can send samples of their grain for grade, the grading will be done by county agents after a brief school of instruction, under the general supervision of one Bureau of Markets man in each state. This is to educate the farmers to "know your grain." If the grading is done properly the scheme may be productive of much good; if it is not done properly then it can make trouble.

Not a week passes without important changes in rates or suspension of I. C. C. orders. It takes a rate expert to keep up on these matters, one who devotes his entire time to it. Few grain dealers have the time, but thanks to your associations you are not helpless. The Grain Dealers National Association, the National Hay Association, and the American Feed Manufacturers Association all have traffic managers, and they are all exceedingly capable men. Members of these organizations are helping pay their salaries and should feel no hesitancy in asking their help in traffic matters; indeed they all urge that you do so.

The grain trade of the territory tributary to the Great Lakes is a unit in its desire for a deep water passage by way of the St. Lawrence. As one Chicago grain merchant puts it:

The standard rail rate on wheat from Chicago to Montreal is 12.9 cents a bushel. Granted that ships will be able to carry it by way of the Great Lakes and the St. Lawrence River for 3 cents, there will be a saving of nearly 10 cents a bushel. Or, comparing the present cost of transportation to New York, there will be a saving of 8½ cents a bushel. A 3-cent rate to Montreal would extend the arc of delivery costs as far south as Oklahoma and as far west as the Rocky mountains. In the 16 states whose farm price level would inevitably be improved by a reduction of the transportation cost to the European markets there is grown 3,000 million bushels of grain. If such a reduction of 8½ cents in the transportation cost could be fully reflected to the farm price in this area, there would be an improvement in the farm position of \$255,000,000 in a single year. If we calculate that the full measure of saving would not be reflected to the farm, but that the farm position will be improved by 4 cents a bushel, we make a saving in the American farm income of \$120,000,000 on a single year's crop.



D. H. HOPKINS
Cincinnati

NEWS OF THE TERMINAL MARKETS



E. M. CUMBS
Chicago

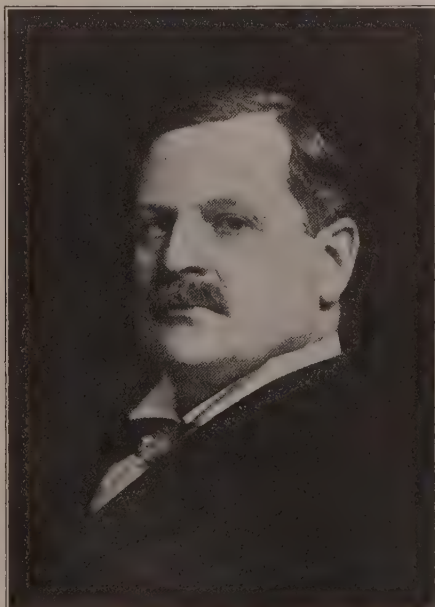
RUSSIA'S GRAIN CROP

The most reliable estimate on this year's Russian grain production is for 32,000,000 tons against 20,000,000 tons last year and this is believed to prove sufficient to meet her needs, although Russia consumed around 50,000,000 tons before the war. Another demonstration of lessened consumption. Germany's daily bread consumption is estimated at slightly more than one-half pound per capita against more than one pound before the war. The United States retained but 532,000,000 bushels for consumption and seed last season, exported 278,000,000 bushels and carried 74,000,000 bushels into the new crop. General indications do not point to increased consumption and with a crop equally as large our export ability has not lessened.—J. Rosenbaum Grain Company, Chicago. From market letter of August 12.

FRANK S. COWGILL ANSWERS LAST CALL

Frank S. Cowgill, president of Bartlett Frazier Co., of Chicago, died suddenly from heart disease on the evening of July 29, while chatting with friends on the veranda of the Skokie Country Club, Glencoe, Ill. He had been very prominent in the grain trade his entire life time and was formerly for 17 years associated with the grain business of Omaha, Neb. On that market he was president of the Trans-Mississippi Grain Company and had served twice as president of the Omaha Grain Exchange. He was elected and served one term as second vice-president of the Grain Dealers National Association in 1911.

Mr. Cowgill removed to Chicago in 1916 to accept the vice-presidency of Bartlett Frazier Co., and



THE LATE FRANK S. COWGILL

was later made its president. He was a man of rare ability and will be greatly missed by friends and business associates in Chicago as well as those in the trade generally.

CAR SITUATION REFLECTED AT BUFFALO

The movement of Soft Winter wheat to this market is about over. Millers have secured good supplies and are buying only from hand to mouth and picking up local shipments from this state which has an excellent crop this year.

The acute car situation is already being reflected

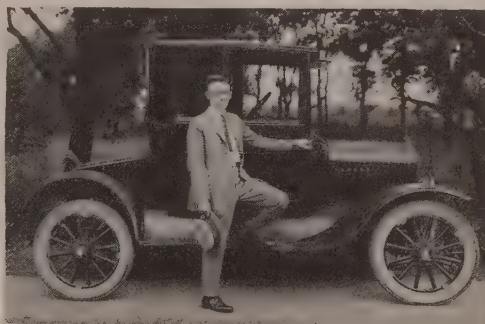
in this market in the values of corn and oats, both of which grains have for the past two weeks been selling on track Buffalo at premiums of several cents per bushel over relative western values. This condition is due to the fact that receipts of both grains are extremely light for this season of the year.

Elevator stocks in this market have been reduced very materially the past month and with receipts below normal and every indication that they will continue to run light during the Fall, owing to the serious car shortage together with the fact that stocks in dealers hands throughout the East are very light, indicates that Buffalo is likely to remain a premium market during the coming months just as it was at times of railroad congestion during the war.

The general feeling in the trade throughout the East is much more optimistic than it was a year ago at this time and as feeding will be greatly increased because of the fact that feeding operations are now on a profitable basis, we look for a brisk demand during the coming months for all feeding grains.—J. G. McKillen, Inc., Buffalo, N. Y. From letter of August 11.

M. R. MANEY

The main office, elevator and mill of the Early & Daniel Company, manufacturers of high grade feeds and receivers and shippers of grain and hay,



M. R. MANEY

are located at Cincinnati, Ohio. This information must be followed by another preliminary statement before we can arrive at a consideration of the subject of our sketch, M. R. Maney of Indianapolis, Ind. This statement is the fact that M. E. Crowe is the manager of the Indianapolis office of this firm. Mr. Crowe is a grain man of long standing in central territory and is one of the best informed men in the grain trade. If you cannot take our word for this, just ask him; he may admit it.

Mr. Maney solicitor for the Early & Daniel Company, of Indianapolis was born in Piqua, Ohio, in 1890. He makes his home in Indianapolis and has been identified with the grain business of that city since 1909. He is thoroughly familiar with the marketing of grain at the Indianapolis terminal and has a wide acquaintance among shippers in Indiana and Illinois, among whom he will travel.

Mr. Maney is seen with his coupe which he uses in making his territory. Since the Volstead Act was passed there are certain former well defined customs of men that have no longer an opportunity for practice, one of these was to put one's foot on the rail. It is pleasing to notice that Mr. Maney revives this custom by having one foot on the step of the car. Instead, however, of bumpers to quaff they must be looked for on the front and rear of the car. *Sic transit gloria mundi.*

We can tell by Mr. Maney's appearance that he

possesses enterprise and energy combined with the proper brain to direct, and is, withall, a good fellow, so that we know he will cause good lines of business to flow to the Indianapolis office.

SUPERIOR, NEB., GRAIN EXCHANGE ELECTION

At the annual meeting held in the office of the Exchange July 5, the following officers were elected: Geo. Scoular, president; J. C. Norgaard, vice-president; Herbert Nelson, secretary.

The report of F. D. Myers, the retiring secretary, was accepted, placed on file, and Mr. Myers was



GEORGE SCoulAR, PRESIDENT SUPERIOR GRAIN EXCHANGE

awarded a vote of thanks for the able administration of the secretary's affairs for the past year.

Mr. Myers' report shows a healthy gain in all departments of The Superior Grain Exchange, and especially in the matter of finances. Superior is the second terminal market in the State of Nebraska, and Omaha the first.

President Scoular was born in Scotland, coming to this country when he was 22 years old. He has been connected with the grain business practically ever since and has been successful as a dealer and has established an enviable reputation as a man and citizen.

SPLENDID DEMAND FOR CORN

Our wheat market, especially for Red wheat, has held up remarkably well and we are selling our Red here at premiums from 3 to 5 cents over the September option, all desirable samples being finally bought. Hard wheat is showing signs of weakness and the fact that the exporters are beginning to withdraw their bids, it looked as though this Hard wheat may go to considerable discount under the Red. The movement of wheat has been less than normal, although the strike has interfered with all classes of business. The movement from the farmers is pretty well over. Quite a few of the fellows who ship to St. Louis have been hampered on account of not being able to get cars. It looks as though the premium on Red wheat will go to a still greater premium.

We are having a splendid demand for corn, especially Yellow corn. The White corn and Mixed corn are getting hard to sell; offerings are freer and they were two or three weeks ago, but the movement of corn is being interfered with by the strike.

The outward movement of corn has been very heavy and we doubt if the primary receipts will any more than take care of the demand for shipments.

Crop conditions generally are good, still we are hearing a good deal of complaint the last few days about it being extremely dry.

We have had a big demand for oats all the time, and the last few days the market seems to be a little heavy and to show signs of losing part of the immense premium we have been getting for 3 or 4 months. We look to see a good demand for oats all through the fall and we are getting to a point now where they are low enough.—*Elmore-Schultz Grain Company, St. Louis, Mo. Market letter of August 12.*

HAVE CONSIDERABLE OLD WHEAT

Receipts of corn in our market are just about ample for trade requirement and with no stocks in elevators it is moving off nicely. Values are in line with western offerings but demand seems to be easy, especially the past few days. Western terminal markets are offering corn about as cheaply as it can be purchased at country points.

The demand for oats the past week has been extremely slow. There are some old oats still in elevators here and owing to the extreme light demand buyers are not inclined to take hold of new oats and consequently very few have been arriving here. Some oats from Ohio and Indiana territory here grading No. 3's with test of 27-lb. to 27½-lb. An occasional car of No. 2 White testing 29-lb. and



BOARD OF TRADE AT THE PAGEANT OF PROGRESS

30-lb. Some now No. 2 White sold here today at 39 cents but sellers are making concessions to buyers in order to move daily arrivals.

Very little local wheat being offered on account of low price. Quality and yield is good and considerable old wheat carried over.

The situation in the coal mining region is anything but promising from a standpoint of business. Dealers all report slow business and collections hard to make and consequently are not inclined to load up on any commodity.—*Harper Grain Company, Pittsburgh, Pa. Market letter of August 12.*

GRAIN SITUATION AT MILWAUKEE

Very little has been done here in wheat on account of the light arrivals, however, considerable wheat has been booked for deferred shipment, especially Winter wheat. Our millers are looking around for new Spring wheat and after the movement sets in expect to do considerable business.

The run of coarse grains has been exceedingly light and buyers at all times were prepared to absorb much greater offerings. We have had quite a number of cars of new barley and the quality in general has been very good although somewhat discolored. During the past two days the demand was a little slow, but we notice that there was much activity today and offerings are cleared at somewhat lower figures.—*E. P. Bacon Company, Milwaukee, Wis. From letter of August 11.*

GET-TOGETHER MEETING AT SUPERIOR

A group meeting was held in the American Legion Rooms, Superior, Neb., a large number of grain dealers, millers, bankers, and others from northern Kansas and southern Nebraska being present.

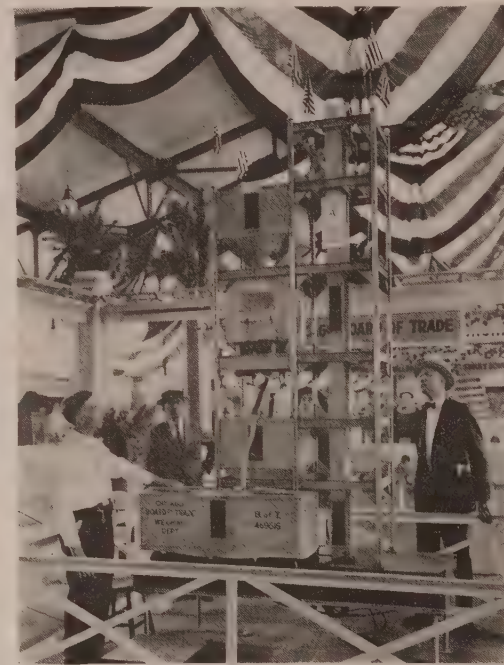
After a few words of welcome from President Scoular of the Grain Exchange, several subjects of general interest were discussed. E. J. Smiley,

secretary of the Kansas Grain Dealers Association, gave a very instructive address covering many subjects of interest to those present. After some discussion the meeting was addressed by Hon. J. S. Hart, chief inspector, State of Kansas, who gave a very interesting talk, chiefly on various aspects of inspection of grain at terminal markets. Mr. Hart is an authority and his speech was appreciated.

The Superior Grain Exchange, with the assistance of the Business Women's Council of Superior, served refreshments at the close of what was a very successful meeting.

BOARD OF TRADE PRESENTS SPLENDID EXHIBIT

Out on Chicago's Municipal Pier for the past two weeks visitors have been instructed and entertained by the exhibition given under the direction of the Chicago Board of Trade. The outstanding features are shown in our three accompanying illustrations. It is all very interesting but probably first place must be given in point of remarkable achievements to the Board's radio telephone service. This broadcasts the market prices on wheat and coarse grains every 30 minutes during the day. This service began from the K Y W Station in March and its immense value is shown by linking the farmer with



MODEL OF ELEVATOR IN BOARD'S EXHIBIT

his market and keeping him advised of the shifting conditions that constitute price changing factors and that reflect the world's supply and demand.

There are now over 250 towns in Illinois alone that are receiving and making use of the quotations and the service is being used by hundreds of towns in Iowa, Indiana, Michigan, Missouri, Kansas, Nebraska, Oklahoma, Wisconsin, Pennsylvania, and New Jersey. A large number of relay points have been recently established to serve their respective communities. They include Emporia, Kan.; Tuscola, Ill.; Oklahoma City, Okla.; Denver, Colo.; Los Angeles, Calif.; Davenport, Iowa; Omaha, Neb.; St. Louis, Mo.; Hutchinson, and Wichita, Kan.

Another illustration shows a miniature grain elevator complete in every detail and demonstrating how grain is handled on the Chicago market. This is one of the mechanical achievements of the Pageant of Progress.

There were 3,000 bolts and 4,500 rivets used in construction of the aluminum elevator which is built on a scale by which every bushel passing through represents 1,000 bushels in a full-sized elevator. The model, with moving machinery, tracks and other equipment, was designed by and built under the supervision of Joseph A. Schmitz, assistant weighmaster of the Chicago Board of Trade, under Weighmaster H. A. Foss. Work has covered a period of two years.

The Chicago Board of Trade exhibit shows that

if all the grain weighed by this department of the Board of Trade in a year were placed in 40-foot cars, 1,200 bushels to the car, a solid train would stretch from New York to San Francisco and part way back, or a total distance of 3,500 miles. The yearly average for five years is placed at 551,001,803 bushels, which is equivalent to 10 per cent of all the grain grown in the United States.

Other features of the Board of Trade exhibit trace the growth of Chicago as the hub of world grain trade. They show how the Board was created back in the middle of the Nineteenth Century by a little group of struggling merchants; how it has helped in the upbuilding of the giant granary Chicago, and how through the natural evolution of commerce, it developed the hedging or price insurance facilities which made it a world service to producer and consumer.

Scientific testing of grain, and a display of samples that won high honors at the International Grain and Hay show in connection with the International Live Stock Exposition at the Union Stock Yards, Chicago, which the Board of Trade has made possible through an annual \$10,000 prize list to farmers are also included in the exhibit. The annual event of the Grain and Hay Show is now exercising a tremendous influence for better crops throughout the United States. All classes of 1921 exhibits were of higher quality than in previous years. Farmers everywhere, including the grain dealer, are benefiting by the crop comparison, by



GRAIN EXHIBIT AT PAGEANT

the exchange of ideas and by the educational work carried on in the various states as a direct result of the exhibit.

A. R. VENABLE HEADS EXCHANGE

At the annual meeting held recently on the Richmond Grain Exchange, Richmond, Va., A. R. Venable, president of Carter, Venable & Co., was elected president of the Exchange for the ensuing year, and W. D. Saunders, was elected vice-president.

The Executive Committee is composed of W. T. Selden, W. F. Richardson, Jr., J. M. Roane, Edward Hewitt and F. H. Garber, Jr.

Grain Committee: S. T. Beveridge, Aubrey Hawkins, J. M. Roane, W. P. Wood and Thos. L. Moore.

Arbitration Committee: Thos. L. Moore, S. T. Beveridge, W. L. Lefew, W. F. Richardson, Jr., Aubrey Hawkins.

Hay Committee: H. E. Kasten, W. C. Todd, I. L. Sutherland, Jr., C. F. Morris, A. L. Franklin.

New Membership Committee: Aubrey Hawkins, C. F. Morriss, W. G. Bragg, E. B. McGeorge, Edward Hewitt. Secretary-treasurer and grain and hay inspector is W. F. Greene.

CAR SHORTAGE THREATENING

One of the most serious car shortages in the history of the country is now threatening. The effect, of course, will be to retard outgoing shipments as well as incoming receipts at terminals. Any congested condition at the market centers will be in no way conducive to price enhancement, but the trade anticipate that current and domestic requirements will be a sufficiently off-setting factor and result in higher premiums in case the country movement is materially restricted. For the time being there is a constant pressure of grain for sale

over and above domestic, foreign and speculative demands and until there is some reversal of this condition we would not be inclined to anticipate any sustained upturn for the distant delivery months.—*Quinn-Shepherdson Company, Minneapolis, Minn. From market review August 12.*

CORN AND OATS AT PEORIA

Our receipts of corn have been light and values have been holding well in line with those in other markets. Industries are the main buyers, although a small amount of corn has been worked for shipment the past week. The country is not selling freely on account of the fact they are using all available cars for wheat and oats. Until this movement is over, we do not look for very big receipts of corn. Reports from the country are to the effect that the growing crop is looking well.

Receipts of oats have been fair and this cereal has been bringing good prices. Most of the arrivals are being sent to elevators for storage purposes. There is very little demand for shipment. Country elevators are selling them sparingly, as they are undoubtedly afraid of the car situation. The oats arriving so far have been good quality and weight, a good many of them grading No. 2 White and No. 1 White.—*Mueller Grain Company, Peoria, Ill., Market letter of August 12.*

CHANGES IN MEMBERSHIP

Chicago—Memberships on the Board of Trade were recently granted the following: M. E. Tracy, W. B. Burr, O. J. Martin, J. Harrison, E. J. Keeley, Jr., Ralph Stover, J. N. Rawleigh, George S. Green, W. H. Logan, H. W. Applegate and Thomas F. Welch. The memberships of the following have been transferred: R. W. Oake, F. B. Rice, G. G. McCleau, H. D. Gibbons, G. G. Ordway, O. F. Potter, O. M. Evans, L. J. Weigle, Estate of F. D. Stevers, P. K. Hudson and C. B. Mears. Reported by Secretary John R. Mauff.

Duluth—K. S. Bagley was recently elected to membership on the Board of Trade. Reported by Secretary Charles F. MacDonald.

Kansas City—Memberships on the Board of Trade were granted to the following: Joseph H. Hollister, George W. Higby, F. R. Warrick, Theo. F. Ismert and A. G. McReynolds. The memberships of the following have been withdrawn: F. Barrett (deceased), L. P. Nellis, A. G. Evans, H. P. Seward and G. H. Claiborne. Reported by Secretary E. D. Bigelow.

Wichita—New members on the Board of Trade are: K. F. Dazey of Dazey Grain Company; J. W. Gerhardt, Southern Grain Company; A. G. McReynolds, Farmers Co-operative Commission Company; B. F. Maguffin; A. W. Bennett, Bennett-Render Grain Company; E. H. Adair, Baker-Evans Grain Company; J. O. McClintock, Wallingford Bros.; W. T. Macaulay, I. H. Blood Grain Company; W. L. Shelton, Wichita Flour Mills Company; S. H. Ranson, Ranson Grain Company; James E. Bennett, Jas. E. Bennett & Co.; D. P. Lorenz, Larabee Flour Mills Corporation; and M. E. Allen, Armour Grain Company. Reported by Secretary R. B. Waltermire.

NEWS OF THE TERMINAL MARKETS

J. C. Reimer has become associated with the grain firm of W. M. Bell Company of Milwaukee, Wis.

Cross, Roy & Saunders of Chicago, have opened an office at Duluth, Minn., in charge of Siebel C. Harris.

Harry Stratton of Donahue-Stratton Company, Milwaukee, Wis., was a recent visitor on a number of eastern exchanges.

C. C. Austin, formerly associated with Nye, Jenks & Co., at Minneapolis, Minn., has formed a connection with C. C. Wyman & Co.

J. C. Weimer has assumed the duties of traveling grain solicitor in South Dakota for W. W. Bell & Co., of Milwaukee, Wis.

Frank J. Cotter of the firm of Cotter-Black & Co., of Kobe, Japan, has established a branch office of the concern at Portland, Ore., for the export of

cereals to the Orient. He will remain at Portland and have charge of the new import and export enterprise.

The hay and grain firm of E. L. Rogers & Co., one of the oldest on the Philadelphia Bourse, Philadelphia, Pa., has gone out of business.

Southworth & Co., of Toledo, Ohio, received a car of wheat early in August from Indiana weighing 123,640 pounds amounting to 2,060.40 bushels.

John F. Cramp, Jr., of Minneapolis, Minn., has taken charge of the feed shipping department of the Newsome Feed & Grain Company at Pittsburgh.

The Rocky Mountain Grain Company, a subsidiary of the Colorado Milling & Elevator Company will engage in the grain business at Kansas City, Mo.

R. H. Loomis has been appointed manager of the consignment department of the Maney Grain Company of Omaha, Neb., with Howard McMonies as his assistant.

C. A. Russell, formerly connected with the Costello Grain & Hay Company of Cincinnati, Ohio, has applied for membership in the Cincinnati Grain & Hay Exchange.

Charles Winter has become associated with the cash grain department of the St. Louis office of Armour Grain Company of Chicago. He was formerly with Goffe & Carkener.

Frank T. Caughey has purchased the interest of Joe and Will Jossman in the Caughey Jossman Grain Company of Detroit, Mich. Will Jossman remains as manager of the business.

W. H. Moorehouse & Co., of Toledo, Ohio, have gone out of business. The retirement of the firm is said to be due to the death of Frank W. Annin, which occurred a few months ago.

Walter A. Hinchman has practically wound up the affairs of the defunct Kemper Grain Company of Kansas City, Mo., and has engaged in the grain commission business on his own account.

The J. Rosenbaum Grain Company of Chicago, Ill., has opened an office in the Chamber of Commerce Building, Minneapolis, Minn. It is under the management of Herman Wernli, formerly of Wernli & Anderson.

The Samuel C. Groth Grain Company of Wichita, Texas, has changed its name to the Geis-White Grain Company and incorporated for \$25,000. J. B. Geis is president of the company and S. C. Groth, vice-president.

John Lackey has left the Lackey Bros. Grain Company of Knoxville, Tenn., to become connected with Early & Daniel Company of Cincinnati, Ohio, as assistant to E. B. Terrell, manager of the grain department.

Scott Bros. Grain & Fuel Company of Fort Worth, Texas, is enlarging its facilities for manufacturing and marketing several varieties of feeds. The company recently took over the Universal Feed Mills at Fort Worth.

Lemuel Ulrich has succeeded Chas. Kruse as representative of J. S. Bache & Co. of Chicago and New York on the Toledo Produce Exchange. Mr. Ulrich was formerly manager for Lamson Bros. & Co.

Jos. A. McCaffrey who has been devoting his time to his coal interests during the past few years has again assumed the active management of Daniel McCaffrey's Sons, hay and grain dealers of Pittsburgh, Pa.

The Acker-Rissman Grain Elevator Company of Thirteenth and South Rockwell Street, Chicago, Ill., recently filed articles of incorporation. The members of the firm formerly operated as the American Malt & Grain Company.

Haym & Simms of Atlanta, Ga., grain and hay dealers, have just added a produce and fruit department in charge of J. E. Crosby, who is an experienced man in the business, well and favorably known in produce circles.

Perry Smith of St. Louis, Mo., who was with the Maney Grain Company of Omaha, Neb., a number of years ago has become manager of the Omaha firm succeeding Frank Foltz who has become sec-

retary of the Oklahoma Millers Association with headquarters at Oklahoma City. In addition to his duties as secretary he will engage in the cash grain business in partnership with J. J. Stenett.

The Blanchard Grain Company of Milwaukee, Wis., has discontinued business and Guy Blanchard will represent the grain department of the Froedtert Grain & Maltng Company in the Northwest with headquarters at Marshall, Minn.

D. Howard Lipsey, of the Norris Grain Company, of Chicago, was passing out the cigars early this month. The occasion was the arrival of his first grandchild, the daughter of Albert Lipsey, who is associated in business with his father at Chicago.

The Zimmerman Grain Company is a new concern to engage in the grain business at Omaha, Neb. Mr. Zimmerman has been long associated with the grain trade of Omaha being formerly with the old Mirriam & Holmquist Company and later with Holmquist Elevator Company.

The Kansas Board of Trade has adopted an amendment to the rules making it a violation for any firm or employe of same to broadcast by radio, market quotations, reports or gossip of any kind relating to the grain trade without first having the approval of the directors.

The McCaul-Dinsmore Company of Minneapolis, Minn., has opened an office on the Omaha Grain Exchange under the management of L. P. Roberts, formerly head of the Standard Grain Company of Omaha. Mr. Roberts is an experienced grain man with a wide acquaintance in the West.

The Minneapolis office of E. P. Bacon & Co., of Milwaukee received the first car of new wheat to arrive at that market, July 26. It came from the Farmers Elevator Company, Delmont, S. D. and graded No. 1 Dark Northern. The wheat tested 60 pounds to the bushel and sold at 46 cents over the September price.

The announcement has gone forth that E. W. Wagner & Co., of Chicago, who failed last December will pay 50 cents cash to their 6,500 creditors on September 1 and 50 cents in notes running five years. The Wagner liabilities were over \$6,000,000 and there is said to be enough money to pay creditors 65 cents on the dollar.

The Fourth International Grain and Hay show will be held in connection with the International Live Stock Exposition at the Union Stock Yards, Chicago, December 2 to 9. There will be an increased number of entries in competition for the \$10,000 prize list offered by the Chicago Board of Trade for the best exhibits of grain.

The Central Grain & Laboratories Company, Inc., recently succeeded the Central Grain Company of Hutchinson, Kan., which was dissolved by court order. A. L. Ayres who was manager of the old firm is president of the new corporation. C. C. Kelly is vice-president, John F. Rhodes, secretary, Bruce F. Young, treasurer. The firm will do a general grain and commercial cereal laboratory business with offices at 709 Rorabaugh-Wiley Building.

BROAD-NOSED GRAIN WEEVIL

Standard control measures advocated for other insect pests of stored grain, such as the cleansing of bins, granaries, ship-holds, or grain-bags, the application of heat or fumigation, should be used as remedies against the broad-nosed grain weevil, which is now wide-spread over Florida and has been reported from Georgia and South Carolina.

The damage caused by the broad-nosed grain weevil is more than has generally been supposed, according to Department Bulletin 1085, "Broad-nosed Grain Weevil," by Richard T. Cotton, scientific assistant, Bureau of Entomology, recently issued by the United States Department of Agriculture.

This bulletin describes the origin and economic history of the broad-nosed grain weevil. This weevil breeds in corn, chick-peas, millets, acorns, and avocado seeds, and occasionally in the roots of the dasheen and in sweet potatoes. The adult weevil feeds readily in wheat, barley, wheat flour, ginger, macaroni, and chayotes. Whole grain or seed of medium hardness is immune from its attacks un-

less its associate, the common rice weevil, has made entrance to the softer parts of the grain easy for it. Cracked, damaged, or soft seed is quickly infested by the broad-nosed grain weevil.

The bulletin includes a technical description of the life history and habits of the weevil in all its stages. It is available upon application to the United States Department of Agriculture, Washington, D. C.

THE CAPPER-TINCHER BILL

How disastrous the new Capper-Tincher bill may prove to the nation's grain marketing system is uncertain. It is true, however, that considerable uneasiness is felt by the more conservative members of the Senate, which body will soon be called upon to vote on the measure.

Members of the farm bloc have shown little or no disposition to meet the urgent requests of members of all branches of the grain trade for modification of the most dangerous provisions.

At the recent hearing before the Senate Agricultural Committee witness after witness asserted that the proposed new law is open to all the objections—and even more—of the old law held unconstitutional by the Supreme Court.

Leslie F. Gates, former president of the Chicago Board of Trade, in pointing out these salient objections, submitted a series of proposed amendments which he and other witnesses asserted would be essential to the successful operation of the grain marketing system. Mr. Gates in a concise, direct presentation of the outstanding objections, showed that already markets had been seriously affected because of the uncertainty created. As a result they have been narrowed and prevented from functioning with their old-time efficiency. He strenuously objected, too, against certain recitals in the new bill, recitals "in no way substantiated by testimony."

One of the principal witnesses was L. L. Winters, Chicago, writer and marketing economist. He presented evidence which upset many inaccurate and untrue contentions that had been circulated by enemies of the grain exchanges. He took particular exception to material contained in the majority report of the House Agricultural Committee, signed by Representative Tincher. He presented official quotations which disproved absolutely statements on price swings contained in this report.

Mr. Winters took occasion also to explode theories of grain exchange antagonists on the trend of wheat prices this spring.

He asserted that bullish and inaccurate reports published weekly by the Department of Agriculture were contributory factors to the rise in wheat prices last spring. These reports, he said, indicated a positive scarcity of wheat before July 1 and inflamed bullish sentiment. Later, when actual plenty replaced theoretical scarcity, Mr. Winters testified, the reports of the Agricultural Department suddenly assumed a bearish tone which induced speculative longs to unload and the decline later in May followed. Other witnesses likewise complained of the Agricultural Department's crop news.

O. P. B. Jacobson of the Minnesota Railroad and Warehouse Commission, declared Minnesota authorities would seriously object to the restoration of the provision eliminated in the House which gave Federal authorities jurisdiction over weighing services. Senator McNary, acting chairman of the Committee, promised that the section would not be reinserted by the Senate.

R. A. Wilkinson, author of the Minnesota Grain Futures Law, criticised features of the bill, declaring that such a law will narrow the market to the injury of the farmers who are the original sellers. He said legitimate futures trading gives the farmer a ready market.

James Russell, president of the Kansas City Board of Trade, J. C. Murray, Quaker Oats Company, Chicago, and Hiram Sager, former president of the Chicago Board of Trade, protested against the restrictions narrowing the market, tending to prevent proper hedging facilities. They also denounced proposed admittance of co-operative organizations

and permitting them to rebate commissions in violation of the rules which have for years kept the trade upon a high business plane, and which are now being observed by all members.

Mr. Sager expressed the sentiments of business generally when he said that American business men are displeased because President Harding's slogan of more business in government and less government in business is being largely ignored and that as a result there is throughout the country a feeling of utmost uncertainty. Radical legislation is the primary cause.

In summing up the case of the grain trade, Fred B. Wells, Minneapolis, declared enactment of the bill in its present form, would inevitably result in complete elimination of the futures market.

Mr. Wells expressed disappointment that the grain trade witnesses had been extremely brief in presenting their arguments. They were brief, he said "out of deference to the Committee." He added that it was also disconcerting to find that the records were made up largely of clippings from publications unfairly criticising the exchanges. Many of these clippings had been presented by Senator Capper. Mr. Wells urged Committee members to read the testimony presented before the House, and

thus obtain a more adequate knowledge of the dangers contained in the bill.

"For 18 months," Mr. Wells said, "the farmers themselves have suffered seriously as a result of agitation for grain exchange legislation." He explained how this agitation had been reflected in the markets and how the reaction had been to the disadvantage of the farmer.

"There will be no relief," he continued, "until the agitation for unfair, unnecessary legislation ceases and the markets are permitted to function in the usual efficient manner."

Section three of the bill, Mr. Wells testified, would undoubtedly be ground for court action if it were enacted into law.

Senator Kellogg, Minnesota, objected to proposed Governmental control of weighing, and also to parts of the bill concerning dissemination of market news. He said, for instance, that making it an offense to "carelessly disseminate an inaccurate market report might result in putting the Agricultural Department in jail." He wanted this section of the bill modified.

Objections to the grain trade amendments were made by Chester Morrill and Rollin E. Smith, both associated with the Department of Agriculture.

TRADE NOTES

C. G. Lancaster, Pacific Coast representative of Sprout, Waldron & Co. of Muncy, Pa., has removed his office from the Lewis Building to No. 307 Lumberman's Building, Portland, Ore.

The Carter-Mayhew Manufacturing Company of Minneapolis, Minn., has made recent shipment of five Carter Disc Separators to Australia, and two to New Zealand and one to France.

Reports from the Sidney Grain Machinery Company of Sidney, Ohio, are that the demand for their machinery and specialties has been very active the past few months with indications for an excellent fall business.

Patent rights have been granted to Milton F. Williams of St. Louis, Mo., on a crusher and pulverizer, also bar cage for grinders and both patents have been assigned to the Williams Patent Crusher & Pulverizer Company of St. Louis, Mo.

Blaylock & Knapp, fabricators of all classes of steel and iron of Chicago, Ill., are putting in a steel stairway and doing the structural steel work for the new grain elevator and feed mill which L. A. Stinson is building for the C. E. De Puy Company at Pontiac, Mich. The company is also building a cast iron circular stairway 114 feet high for the Chicago & Northwestern Railway Company's elevator at South Chicago, Ill. It will run from the first floor to the bin floor.

The exhibit of the Morse Chain Company at the Eighth National Exposition of Chemical Industry, Grand Central Palace, New York City, September 11 to 16, 1922, will be found at Space 611. They will have on exhibition here a full line of chain samples and there will be in attendance representatives of the company qualified to give engineering advice on transmission problems of the chemical industries. The company will also have a 100-horse-power chain drive in operation with roto-scope attached to clearly show the rocker joint action as the chain enters and leaves the sprocket as well as show the broad bearing surface to carry the load between sprockets.

The Net Price Book No. 80 published by B. F. Gump Co. of Chicago has made its appearance. As this is the fiftieth year of the establishment of the well known house of Gump the catalog has an especial significance and as a foreword it says: "Through 50 years of the most remarkable development and progress of the milling and grain industry, we have been continuously, uninterruptedly and successfully rendering the grain and milling

trade an appreciated service, widened by hosts of satisfied customers." Approximately 150 pages comprise the Price List and including specialties there is listed about everything the miller and grain dealer needs. A copy will be mailed to any interested party on request.

THE DANGER OF CARBON BI-SULPHIDE

In spite of warnings elevator and mill owners continue to use carbon bisulphide to fumigate their plants without taking precaution against the extreme danger attending such use.

D. S. Miller, field man for the Millers Mutual Fire Insurance Company recently reported one instance of the use of this dangerous gas, as follows:

"The iron clad frame elevator of the Hurlock Milling Company, of Hurlock, Md., detached 30 feet



DAMAGE DONE BY EXPLOSION

west of mill, was totally destroyed by an explosion, which occurred about 4 p. m. Saturday, June 24, 1922.

"The engineer, who was standing on the ground floor of the elevator, was hurled 40 feet by the force of the explosion, and instantly killed. A colored man, who had come to the mill for some bags, and was approaching the elevator, had just reached the door when the explosion occurred, and he was also thrown about 40 feet, breaking his ankle. His clothes caught afire, burning him about the head and arms very badly.

"The manager, and a colored man employed in

the mill, were cleaning the tank and elevator in preparation for the new wheat crop. The elevator was not running and as there was no wheat in the tank, he decided to fumigate. He had just two full buckets remaining from last year, so he and his helper climbed to the top of the tank and emptied the contents of the two buckets into it. While he was up there he noticed that a piece of the metal roofing had become loosened. He procured a hammer, and stepped over from the elevator to the top of the steel tank. He had scarcely hit more than one or two blows with the hammer when the explosion let go, throwing him and his helper backwards on the tank, and completely demolishing the elevator attached. The force of the explosion was so great that it literally blew the elevator into a million pieces. A number of small fires started after the explosion, but these were quickly extinguished before doing any appre-

ciable damage to the property around the elevator.

"I examined the barrel from which the manager claims he drew the fumigant, and found that it had contained 'Fuma,' special quality carbon bisulphide, manufactured by the Taylor Chemical Co.

"According to the manager's statement, it was fully five minutes from the time he poured the contents of the two buckets into the tank until the time that the explosion occurred. The elevator and tank were connected by a concrete tunnel which conveyed the gas from tank to elevator.

"Every window in the office was broken, and six sashes in the mill were completely torn out. The dust house which stood beside the elevator was blown over by the force of the explosion and in falling tore off a small corner of the power house attached to the mill. It is assumed that the blow of the hammer generated the heat which ignited the carbon bi-sulphide."

A SAFE DRIER FOR ELEVATORS

A steam drier operated with a double fan system is one of the new ones that the O. W. Randolph Company are building this year. The illustration shows this drier housed in a concrete tank with the damp grain above the drier, and with sufficient capacity for the storage of this grain after passing through the drier and cooler in the basement. This makes a complete unit in one tank so as to make it independent of all the rest of the elevator.

This drier is built in all sizes from 300 bushels per hour up, using the double inlet blower fan for both drying and cooling. This system of drying eliminates all the hazard of spontaneous combus-

COMMUNICATED

PROSPECTS IN NEBRASKA

Editor American Grain Trade:—We have fair wheat crop; threshing is well forward, but it looks as if a considerable portion would be stacked. One peculiarity is that fairly good wheat is found in a field and poor wheat may be found a short distance away in the same field—same seed, same plowing in fact everything the same except the crop as indicated. This is very unusual. There was practically no rain in this territory from July 5, 1921, until February 22, 1922, so that the wonder is that we have any crop at all.

Prospects for a large crop of corn could not be better. We have had plenty of rain when it was needed, corn is large and dark in color. It would be unwise to say that the crop is "made" but it is well on the way and an early frost is the only thing to be feared.

SCOULAR-BISHOP COMPANY.

POLITICS AND THE GRAIN TRADE

Editor American Grain Trade:—What reason can Clifford Thorne and C. H. Gustafson assign for their ignominious defeat for the United States Senate in the agricultural states of Iowa and Nebraska, respectively, where farmers actually do the voting. These gentlemen have labored incessantly in season and out of season for the farmers' cause, as represented by the Agricultural Bloc and the U. S. Grain Growers, Inc., only to be repudiated and left on the "scrap heap" of universal discontent along with the U. S. Grain Growers, Inc. The munificent salaries of \$22,000 and \$10,000 per annum they draw respectively from their organization, U. S. Grain Growers, seems to have not made them popular enough to land the senatorial toga, even in Iowa or Nebraska.

Gustafson, the president and chief spokesman of the Grain Growers, was a bad fourth in the race in Nebraska, being so far behind his competitors that they cannot give him a decent relative position. Oh, yes, the farmers are "ferninst" the business interests of the country, so their enthusiastic adherents say, yet their old time common sense and patriotism shows up at the right time and the "skids" are placed under these two functionaries and over they go as martyrs into the slough of organized discontent.

We have in mind another case in which the farmers repudiated a candidate for the U. S. Senate who had voted for all the measures sponsored by the Agricultural Bloc in Washington and he let the people know he had done so and that he was pledged to and in sympathy with all such class legislation, though it was unconstitutional as he well knew. His competitor before the primary proclaimed in speech and otherwise that he was against all blocs, irrespective of the interests represented, that he was against all kinds of class legislation and would so vote if elected. The result of the

primary disclosed the fact that this latter gentleman got the farmer vote, was nominated and will be elected. This is another illustration of the non-purchasable character of the real farmer vote for class legislation, even when such legislation originates with the "Agricultural Legislative Committee" and Bloc in Washington.

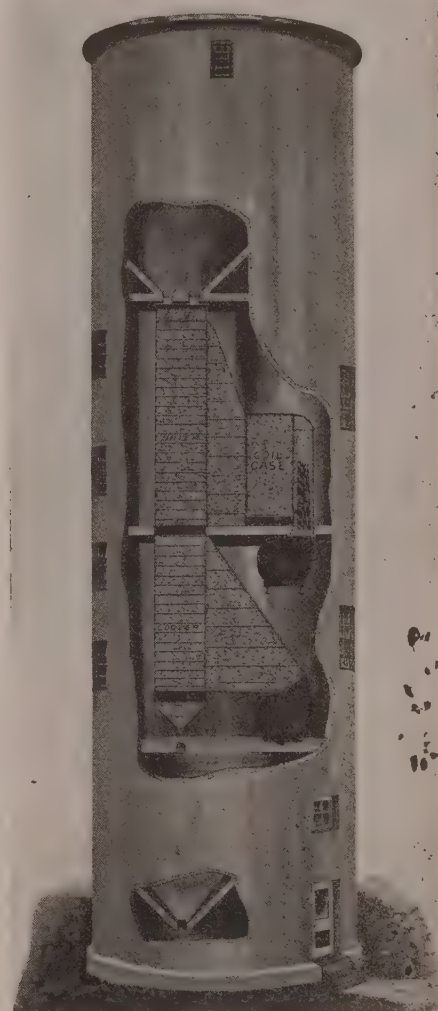
The people as a whole can be trusted in great emergencies and the farmers common sense can be relied upon to save them from the controlling influence of their sympathetic though designing friends whose tears of commiseration ever flow and flow and flow until the object of their sympathy and grief yields up the amount of coin desired by the loquacious solicitor. Oh, what a great thing it is for patriots (?) to have an opportunity for extracting the gold from their victims under the guise of friendship and benefaction at the rate of \$10 per membership in the U. S. Grain Growers.

Lincoln's old theory of the character and stability of the whole people is as apt now as in his day and stands out in bold relief at this time. He said, "You can fool all the people a part of the time and a part of the people all the time, but you can't fool all the people all the time," so we find the voters of Nebraska and Iowa have just exemplified that doctrine in their recent primaries.

Where are the orators who charmed and paralyzed the farmers with their recitations of committed wrongs and promises made that gold (moonshine) would flow from the rainbow at their bidding? The malcontents and the orators may yet get their share if they only hold the bag at the right place, though Thorne and Gustafson seem to have failed to get there. Some think there is a greater opportunity for rich reward if they indulge in the old time pleasure incident to holding the "bag for snipe" to be driven into by the "wise ones" whose qualifications better fit them for snipe hunting than for revolutionizing the marketing systems of the world by and through their "hot air" method.

Mason Long, the reformed gambler from St. Louis, once said in a lecture entitled, "Save the Boys," when referring to a certain kind of gambling, "I would not go into that kind of a game with the idea of getting something for nothing, as there isn't enough of that to go around and someone will get left." We recommend the logic of that statement to our good, but too confiding farmers as the scheme designed to extract funds from their pockets is the scheme of "getting something for nothing" and there is not enough of that to go around and some of them will get left. The theory of founding business enterprises on old fashioned fundamental principles with service as the objective is safer even if it is prosy and contrary to the new idea of developing untried and mushroom systems of business that promise "something for nothing."

AN OBSERVER.



THE NEW RANDOLPH DRIER

tion as it is absolutely impossible to have any accumulation of dust either around the heating coils or in the fan.

It requires but a 10-horsepower motor to drive both fans on the drier which has a capacity of 300 bushels per hour.

This method of installation is the newest and most compact and complete installation that can possibly be made for large driers for terminal or country elevators.

The drier is equipped with the continuous feed, self cleaning grain columns, the parts being on a 45 degree angle. All metal parts are of 20 gauge galvanized iron.

BUMPER wheat crops in northwest India have resulted in great activity among the freight forwarders and exporters of Karachi, who have been busy in the interior buying up grain for early shipment. Consul Avra M. Warren informs the Food stuffs Division of the Department of Commerce. One British steamship company has concentrated 25,000 tons of shipping in the Karachi port, which is now loading for Europe. The wheat crop for this district is estimated about 15 per cent above normal.

Annual Convention of the National Hay Association

WHEN President W. I. Biles of Saginaw, Mich., opened the 29th convention of the National Hay Association at Cedar Point, Ohio, July 25, he faced some 300 members and guests. After a brief song fest led by Maurice C. Niezer of Fort Wayne, E. T. Eubank of Sandusky gave an address of welcome which was responded to by Frank A. Coles of Middletown, Conn., vice-president of the Association.

Secretary J. Vining Taylor read the Resolutions of Respect as Chairman James W. Sale could not be present. These resolutions cover the loss suf-

fered by the Association in the deaths of Steven S. Piddock, John L. Thornhill, Ford Boorn, Col. E. B. Dusenberry, Herbert P. Pillsbury, Henry W. Sentz, T. J. Conroy, J. W. Costieger.

PRESIDENT-ELECT RUDOLPH RAABE

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SECRETARY TAYLOR'S REPORT

Secretary-treasurer Taylor then read his own report, as follows:

The duty of a secretary, as I understand it, is to give to the membership a resume of important happenings in the Association for the year, so I am not going to take up a lot of valuable time or at least, not any more than is absolutely necessary with my reports.

This is the close of the 13th year of my service as secretary—21 years connection with the organization. The year that we have just passed through has been one fraught with danger and dissatisfaction. It has been an exceptionally difficult year in the hay business. Like all other business it has been on the decline, and left much room for complaint; in other words, gentlemen, as you too well know, it has been a fight all the way and it is with sincere regret that I have to report to you before I am through a number of failures, of the little fellows especially, who have been unable to withstand the storm. But let's look forward into the coming year with renewed hope for a more stable basis in the hay business. Let's trust that the many dissatisfactions and unpleasant features of the past few years may be eliminated, and that there may be some profit in this crop.

Our Association has devoted considerable time, effort, and money, this year in the interest of our people, looking to the reduction to an equitable basis of freight rates or at least to a point where the hay business could exist. There is no need of my going into details of what has happened especially on long-haul business because you well know the result, under the able guidance of our traffic manager, Mr. D. J. Sims, we feel we have accomplished something worth while for our people. Mr. Sims will give you a full report of this work so I shall pass over it. But, I do want to take this opportunity of publicly thanking Mr. Sims for his untiring efforts and the interest he has displayed in bringing about some relief for your benefit. He has demonstrated beyond all doubt the necessity of this organization maintaining a traffic manager 12 months in the year.

Crop Conditions

You will have the report from the chairman of our state vice-presidents which covers practically every state in the Union but when summarized we find that

this country has produced one of the largest crops of hay grown for many years and in a majority of the states, produced and made under ideal conditions. So far as we have been able to learn, the old crop is practically cleaned up. There are no hold-overs worth mentioning in the terminals or consuming sections. This bespeaks a very satisfactory, profitable future in the handling of new hay and it is gratifying to us to note the encouraging strain or optimistic attitude of a large number of our people. We believe that with the reductions in the wages of railroad employees, that the carriers will feel justified in still reducing the rates on hay so that this wonderful crop can be moved to market on a profitable basis.

Inspection and Grading

It is pleasing to report 15 markets have adopted our grades since last convention. There has only been one new inspector appointed, however, Mr. Shannon of Columbus, Ohio, market. It is to be regretted that it is necessary to report that we were compelled to withdraw the approval of the two inspectors at St. Louis. This through no inefficiency or inability on the part of these men as inspectors but simply because the St. Louis market has not been able up to this time to see their way clear to adopt our rules as amended at the last convention. We hope, however, that this



SECRETARY J. VINING TAYLOR

can soon be adjusted and these inspectors restored. The Omaha, Neb., inspector, having severed his connections with that market, has also been taken from the list of approved inspectors.

Arbitration

This work we have with us always and as we have said to you time and time again, we consider it one of the most important phases of Association activity. It was found necessary last year to increase the arbitration committees from one to three on account of the fact that these cases were coming in so fast that it was an imposition to ask one committee to handle them all.

We submit for your consideration the following figures which will give you some idea of the vast amount of work in connection with controversies, disputes, etc.:

Cases Compromised	11
Cases paid in full	17
Cases decided by Arbitration Committee	12
Cases now in hands of Arbitration Committee	5
Cases withdrawn	3
Cases appealed	2
Defendants suspended for refusing to arbitrate	7
Cases under preparation	17
Cases of minor importance—unrecorded	176
Total	250

You will note we have had to suspend seven members for refusing to arbitrate or to abide by the decision of the Committee. I have commented on this so often I am almost ashamed to say anything further about it, but men who are unable to see the benefit of arbitration or who are not big or broad enough to accept the findings of a committee such as is maintained by this organization are not the kind of material that go to make up a real live organization and we feel that those suspensions are simply cleaning out the chaff from the grain. We will always have this to contend with.

Owing to business depression and unsettled condi-

tions last year, your Directors felt that it was not wise to attempt to maintain a traveling inspector; in other words, that all overhead should be eliminated.

Membership

We refer you most courteously to the statistics covering our membership. These figures do not lie and they are best digested by comparison. We should like to especially call your attention to the new members who have joined during 1921-22. We are grateful to the good friends who have assisted in this campaign, men whose names have appeared on the Honor Roll in the *Hay Press* every month, some of which you will note have secured as many as 18 new members and ranging on down to one each. These men deserve the thanks of this organization for their co-operation. This is especially true of Mr. Geo. F. Brown, Mr. Cliff Martin, Mr. Rudolph Raabe, and Mr. Llew G. Gilliland.

I desire to call your attention—and I hope you will remember this—to firms who have been advertising themselves as members of this Association and whose names are published from time to time in the *Hay Press*. We discovered recently that one firm had been using our emblem on their stationery nearly four years and this firm has been suspended for cause. There are six or eight cases before us now, firms who have been dropped but are still using this advertisement on their stationery. We feel that this is a misrepresentation and if necessary will be referred to the Federal Trade Commission for corrective action by direction of your Directors. Please report to my office any firm that you find guilty of this offense.

Reconsigning Charges

We believe that the present charge for reconsigning is entirely out of all reason for this service and our traffic manager has been instructed to take some action in respect to Reconsigning Rule No. 12, General Reconsigning Code, and is now the subject of an informal complaint by this Association. Pittsburgh especially has been very much interested in this matter and will work in perfect unison with us to bring



RETIRING PRESIDENT W. I. BILES

about some relief. This is also true of the Indianapolis Board of Trade and we feel when the time comes for action, other markets will fall in line.

The National Hay Press

Although we have been working under extremely decreased business conditions, the *Press* has been self-sustaining as you will note from statistics that will be given you later. To those who have supported us with their ads, we are very grateful because without this support it would be impossible to continue the publication of the *Press*. We ask that you contribute something to its columns from time to time because this is the only way we can make it interesting and of benefit. The other fellow may be glad to know what is going on in your section of the country.

Deaths

This part of our report is always a source of regret because of the passing out of men that we all more or less have been associated with, men whose faces we remember at these conventions, who have assisted in building this organization and who of course have

gone from our midst forever. The Memorial Committee has so fully covered this that we shall pass on except to say we have had eight deaths this year as compared with 15 last year.

I desire to suggest that Trade Rule No. 16 be taken out of the Trade Rules and made a part of Article 13, under Section 2 of the By-laws. This rule is entirely out of place as it is now. I would further suggest that Trade Rule No. 17, as it now stands, be made to read No. 16.

Trade Papers

I desire to publicly thank our trade papers for their splendid co-operation the past year, without these mediums of publicity the trade would be in a bad way. We have found them always open to us and co-operating harmoniously for the good of the trade.

Personal

Now in closing this report, it marks the passing of another year in our lives, another president going into the ranks of ex-presidents of the organization. It is indeed remarkable, if you will take the time to go over the list of men who have served this organization as chief executives, men who have built this organization, have stood by it from its inception, given their time, talent and money for its success, and not one single exception can we find among this list of wonderful men any cause for regret for having elected them or for any shortcomings during their term of office. It has been my honor and my extreme pleasure the past year to work very closely and harmoniously with your present executives and I want to say to you gentlemen here that this is the best way in the world to know a man as he is, to know his weakness and shortcomings if he has any, but I have found in Mr. Biles everything necessary in a man for so important a position. He has been ever watchful, willing to go and serve where duty called him—and I know many

Primarily of course, you have come here on matters of business—to hold council together, and to help each other in the solution of problems of mutual concern.

No business is without its troubles and difficulties, and ours especially is one that has been fraught with much uncertainty and risk during the past year. I believe we can be of great help to each other at this meeting by properly discussing the important things affecting an industry so important as the one we represent; many problems have been such that no previous experience could serve as a guide for solution. Therefore, I want any member to feel free to take part in the work now before us.

The merchandising of the 1921 crop of hay, up to January 1, 1922, was certainly a period of trials and troubles—hard to buy—hard to sell. One of the important factors in contributing relief to this condition, was the freight reduction effective January 1, 1922 in Central Freight Association territory which made possible the distribution of hay on a much better basis—enhancing values to some degree and assisting the grower in realizing a much better price.

Transportation is the country's most important industry and must be put on a sound basis before the present unsatisfactory conditions throughout the country can be stabilized. Today we are face to face with a railroad strike of shop men, repair men and others, the effect of which is noticeable now—as some railroads are only accepting for freight "subject to delays due to strike." You are as conversant with the conditions as I am. Therefore, under present conditions of transportation, it is generally unsafe for a buyer to contract for future shipment, or a receiver to sell for future delivery. There seems to my mind only one way for the hay shipper to protect himself, and that is to buy only as he can ship, and exact a reasonable margin on all trades. Then too, have all contracts carefully prepared and have a thorough under-

Gentlemen—to increase the use of the horse means our bread and butter, and we should help them by our support.

Association Affairs

At our first Directors' meeting in Chicago, immediately after the close of the annual meeting, it was decided to dispense with the services of a traveling inspector. I am now convinced that the services of an inspector would aid in improving conditions and give material relief to our Arbitration Committees.

I am further convinced that our members have not taken advantage of the services of our traffic manager, Mr. D. J. Sims, an expert on traffic matters. He can help you solve your many traffic problems, if you will only present them to him for his considera-



THE COMMITTEE ON PRESIDENT'S RECOMMENDATIONS

tion and advice. Transportation problems this year have occupied the attention of your officials and have necessitated much travel to attend hearings before the Interstate Commerce Commission and other railroad officials. Great credit is due to your traffic manager for the splendid service rendered the Association in this department of its activities. Mr. Sims has been ever watchful of the interests of this Association. I cannot pass further without expressing my



POPULAR ST. LOUIS DELEGATES AT THE CONVENTION
Sylvester Steed, W. H. Toberman, Jas. W. Dye, Eugene Smith, and families.

times at a great sacrifice to his personal business—he has been alert to every situation that required his counsel and advice, and if there is any one part of his administration that he has neglected it has certainly not been discovered by me. He is a fighter when the fight is open and fair and for the cause he represents and he stays with it as long as his contention is for the good of the organization and, gentlemen, you owe him a debt of gratitude that cannot be paid for except by years of friendship and loyalty. He has been patient, charitable and considerate of your secretary and it is but another bright spot in my life to have served under him.

To every officer and committeeman and member of this organization, who have taken any active part in its work, we are indeed grateful because without this co-operation, your secretary could not possibly secure results.

To my office force, I can but say what is in my heart, they have been loyal to the core, courteous and considerate, and knew no office hours so far as work was concerned. It is through their efforts in a large measure that the work in our office has been as successful and pleasant as I am pleased to report it. Too often we forget the fellow who is on the job constantly, the assistant in the background, and whose service is absolutely essential for success.

And now folks, as we are entering another year, try just a little harder to throw into the organization the spirit of co-operation, do something for the cause—it will come back to you with interest. Mr. Van Amburgh will tell you "How to Fail" but what we want is "How to Succeed." May we depend on this co-operation?

Secretary Taylor reported total receipts, including balance carried over, of \$35,323.11, and disbursement of \$24,828.78, leaving a balance on hand of \$10,494.33. The total membership as of July 1, 1922 was 1,289.

PRESIDENT BILES' ADDRESS

President Biles reported for the Board of Directors as follows:

This convention marks the close of the 29th year of the existence of the National Hay Association.

standing with your customers as to just what is expected of you. Let every member of the National Hay Association determine to be honest, live up to contracts and render the best service possible. To use the Rotary slogan—"He Profits Most Who Serves Best."

I feel there is great need of an educational campaign among farmers to improve the quality of hay. In the first place, the hay crop—one of the most important to the country—is most neglected—carelessly handled and many times poorly prepared for market, and the grower fails to receive full value for his product. Much can be done to improve this condition. I wish it were possible for every dealer to start a campaign such as was done by our good friend and past president, Mr. W. A. Cutler of Adrian, Michigan, with reference to the Alfalfa crop. He is to be congratulated for the good work he has done in his community. His communication in full appears in the columns of the *National Hay Press* and is worthy of your attention.

We are proud to report that some of the terminal markets have this year adopted National Hay Association grades, while others are not yet inclined to accept them; but it is to be hoped that eventually every terminal market will realize the importance of adopting our grades and approved inspectors.

It seems to me one of the most important matters our Association is facing at the moment, is Federal inspection of hay. I am convinced that the Federal authorities, after exhaustive and practical tests by the Standardization Experiment Station at Alexandria, Va., have practically completed their grades on Timothy, Mixed, and Clover hay and will undoubtedly put their grades into effect as soon as they have the money appropriated to do so. We have fair assurance that before their grades are finally perfected, we will be invited into conference with suggestions—but anything we can say or do will probably not greatly change the program which the Department of Agriculture has laid down.

A matter which I also think is of vast importance, is our co-operation with the Horse Association of America, to disseminate information regarding the horse versus auto delivery, and in fact in every way possible to increase the scope of the hay business.



DIRECTOR FRANK A. COLES

appreciation to him for the wonderful work he has accomplished. He will at this convention make a complete report of his activities during the year.

Membership

During the past year we have lost many members on account of going out of business. There have also been a number of resignations on account of firms cutting down expenses as the result of poor business. It is hardly possible that our Association should escape the effect of the business depression which has hit every line of industry, and many shippers and receivers have been compelled to cut out every item of expense possible and it is only natural that our Association should feel it. I believe that many who are now withdrawing their membership, will later fully realize the benefits derived from our Association, and apply for reinstatement. It has been a fight to properly function for the benefit of our

members, and while the results may not be satisfactory as a whole, it cannot be other than gratifying, inasmuch as our Association has not laid down on the job. The report of Secretary Taylor gave full details.

I am glad to report that our membership list includes a large percentage of substantial hay merchants of the United States and eastern Canada. We have secured a substantial number of new members and my full appreciation is extended to the Membership Committee and to all other members who contributed to the work of membership getting. Gentlemen, to accomplish for this Association its full measure of success, every member must contribute his share. "In Union there is Strength" and now is the time to pledge your best service in whatever capacity needed to the incoming officials of this organization.

Our official organ, the *National Hay Press* has gained a place on the desk of the hay dealer and is accomplishing a good work. Great credit is due the editorial staff for the interesting and instructive articles found in its columns.

Mr. Biles then related his activities on behalf of the Association during the year and made the following recommendations:

I would recommend that Trade Rule No. 15 be taken from the Trade Rules and be made a part of Article 13, Section 2 of the By-Laws.

I would further recommend that Trade Rule No. 17 be made to read Rule, 16.

I would further recommend that we amend Arbitration Rule No. 6 by adding to the present rule the following provision:

In all cases filed for arbitration and afterwards compromised or settled or papers withdrawn for any reason, or where parties fail or refuse to arbitrate, the secretary shall retain \$5 as a fee for the filing of the case, returning the balance.

In all cases arbitrated, the deposit fees shall be retained by the secretary until the time for appeal shall have expired.

In conclusion Mr. Biles said:

So you see, Gentlemen of the convention, this past year has been one of active work on the part of your officials and so many loyal members and friends, that I cannot close without expressing my appreciation to each and every one who have so ably and constantly stood by us—ever ready to serve; to all the Committees and their Chairmen, I wish to thank YOU for the wonderful support given the Association the past year. To the Trade Journals, who have repeatedly given us recognition through their columns, we are greatly indebted and feel they are entitled to our support.

Only words of commendation can be said of Mr. F. K. Sale, Mrs. Rocheleau and Miss Taylor, assistants to Secretary Taylor, for the manner in which they have

will tend to put the hay business on an efficient and profitable basis, as I see no reason why this business, properly conducted, should not yield a fair return on the money invested. Co-operation will do it, so let's apply the spirit of our motto—"Not for Self But for All."

President Biles then appointed the following committees: On President's Address, John Dickson, G. H. Wilcox, J. O. Matthews, E. D. Clopton, L. A. Raney, John E. Murray, and S. L. Rice; Auditing, H. A. Bascom, G. W. Shortt and L. H. Phelps; Nominations, R. M. White, D. S. Mullally, George F. Brown, George W. Defoe, Maurice Niezer, Irvin T. Fangbner, E. H. Day; Resolutions, Harry Morgan, chairman.

WEDNESDAY MORNING SESSION

The first address of the second day was made by F. D. Van Amburgh, editor of *The Silent Partner* of



F. M. WILLIAMS AND B. A. DEAN
New York Auburn

New York, on "How to Fail." The address was a message of optimism and courage and was much enjoyed.

Rudolph Raabe read a paper on "Qualifications for Membership in the National Hay Association." Among the necessary qualities which Mr. Raabe emphasized were integrity, knowledge of hay, and a willingness to arbitrate differences. He urged all members to do their utmost to increase the membership.

Wayne Dinsmore, secretary of the Horse Association of America, injected his dynamic personality into an address on "Stoking Nineteen Million Hay Burning Locomotives." He spoke of the decrease in the number of horses and mules in the cities, and said: "We are showing what a horse will do, what he costs, and how slight the investment and depreciation on horses, harness and wagons is, in comparison to the same factors with trucks. We must continue to do this, vigorously and steadily, if we are to sell horse use to merchants and other city transportation users."

The work Mr. Dinsmore is doing was endorsed and every hay dealer was urged to support the Horse Association.

Harry Morgan of Pittsburgh reported for the Legislative Committee, that nothing of a legislative nature had come up during the year, but he called attention to several transportation matters, chiefly the necessity of filing claims within four months of non-delivery of shipment.

W. G. Moorhead, chairman of the state vice-presidents reported conditions in the various states. This report will be found on another page of this issue.

REPORT OF STATISTICAL COMMITTEE

The report of the Statistical Committee, prepared by E. G. Osman of the *Price Current-Grain Reporter* was read. Some of the tables in this report will have to be omitted because of their aggregate length.

On the basis of the July 1 condition of hay the forecast of the Bureau of Agriculture Economics at Washington forecasts the hay crop of 1922 to be 106,800,000 tons, which is approximately 1,000,000 tons greater than the crop of 1920 which was the largest hay crop ever grown in the United States to that date. The crop this year will be, therefore, 10,000,000 tons greater than the crop of 1921. The variation between the July 1 forecast in 1921 and the final estimate of the total yield made December 1, 1921, was 159,000 tons less than the forecast, or 16/100 of 1 per cent. We may infer, therefore, that the final count of the hay crop of 1922 will probably vary but little

from the forecast of today, leaving the crop the largest one on record.

For commercial purposes it may be valuable to compare the crop by sections, showing the districts of surplus and deficiency. Taking the two years last past and comparing them with each other and with the July 1 forecast for the crop of 1922, we have the following table showing yields in tons:

Divisions	Forecast 1922	Final 1921	Final 1920
New England	4,965,000	3,364,000	3,889,000
North Atlantic States	12,774,000	9,535,000	11,453,000
South Atlantic States	3,649,000	3,561,000	3,701,000
Ohio, Indiana, Illinois and Michigan.....	17,431,000	13,181,000	14,293,000
Wisconsin and North- west	28,488,000	14,374,000	15,920,000
Southwest (Mo., Neb., Kans., Okla.)	11,090,000	10,610,000	12,175,000
South, Central (incl. Texas and Ark.)....	6,293,000	5,765,000	6,047,000
Mountain States (7)...	10,397,000	8,281,000	8,483,000
Pacific Coast (incl. Idaho)	11,493,000	12,896,000	11,876,000
Total, tame	106,780,000	81,567,000	87,885,000
Total, wild		15,236,000	17,460,000
Grand Total	106,780,000	96,803,000	105,313,000
Per cent of wild hay...		15.7	16.4

It will be noticed that all the great producing states show heavy increases for the crop of 1922 save only California, which shows a decrease, and Missouri, which shows only a small increase.

Movement of Hay in Commerce

There has been no estimate by states of the amount of hay moved off the farm, but the Bureau of Agricultural Economics has listed 20 states as apparently the habitual shipping states, not all states of largest production, however.

If it were known how much hay as a general rule is moved out of the surplus states, or the percentage of the crop leaving the counties where it was grown, as is known of the grains, the volume of the interstate trade this year might be better estimated. It would appear, however, that the East is better supplied with hay this year than for many years past. New England and the North Atlantic States have 17,739,000 tons in sight vs. 12,899,000 tons in 1921 and 15,342,000 in 1920. The Southeast, on the other hand, has only 88,000 tons more hay than in 1921 and 52,000 less than in 1920. The trade of the Central surplus states, therefore, is likely to be with the Southeast rather than with the East and Northeast, while the Mountain States, which have an excess production of about 2,000,000 tons, will find a market on the Pacific Slope which has a deficiency of about 1,403,000 tons compared with 1921 and of 383,000 tons compared with 1920.

Indicative of the movement of hay to consumptive



M. H. HAYM, ATLANTA, GA.
Delegate from Atlanta Commercial Exchange

conducted the office affairs of this Association. Every detail pertaining to the work of this office is cared for; from them you have had the most excellent and commendable service.

I cannot close this report without making special mention of our worthy secretary-treasurer, J. Vining Taylor, I cannot express in words the high regard I have for this gentleman. From the day I became your executive, I have found him ever mindful and watchful of the interests of the Association—always willing to relieve me of all work possible. He is courteous, energetic and thoroughly efficient; his records are in most excellent shape—from him we have had most valuable service. We are to be congratulated on having so able a secretary.

In conclusion allow me to say, the duty of this organization is to help improve the conditions surrounding the business in which we are engaged; to assist its members in matters of every nature which



G. T. BALME AND ROBT. L. EARLEY
New York Cincinnati

points we have the following showing of receipts in a number of markets by carloads for the years 1920-21 and 1921-22 beginning with September 1:

Urban Receipts by Car Loads

Cities	1921-22	1920-21
Boston	3,174	1,184
New York.....	6,860	9,241
Pittsburgh	5,313	3,966
Cincinnati	5,320	7,631
Chicago	10,064	10,856
Minneapolis-St. Paul.....	5,064	3,902
Kansas City.....	15,035	20,050
San Francisco.....	3,063	2,391
Los Angeles.....	4,884	3,862

Although Kansas City is the largest hay market in the United States and in the world also, it may be indicative of general conditions in the trade to note

that receipts for the season 1921-22 in that market, 18,322 cars, were the smallest for many years. The crop deficiency of 1921 compared with the two previous years does not account for this great shrinkage of receipts during the season beginning July 1 since in the season following the low crop of 1918 the receipts were 32,205 cars in the same market. On the other hand, during the greater part of the 1921-22 shipping season the freight rates were abnormally high, making it all but impossible for Kansas City to draw hay from Colorado, Oklahoma and the other hay producing states of the West.

These figures would seem to indicate a reduction of consumption in all of the larger cities since 1918-19. If this deficiency of consumption should continue through the coming consumption year, it might be off-



MRS. RAABE, PRESIDENT RAABE AND RUDOLPH RAABE, JR.

set by the local consumption on the farms, which should be larger to some extent, in view of the fact that the number of farm animals consuming hay has been shown by the census of 1920 to be steadily increasing, although the popular impression seems to be that the number of farm animals is actually decreasing—one of the fallacies which has been industriously circulated either by the reformers or some other business interests for obvious reasons.

Domestic Prices

It would be exceedingly hazardous to present a forecast of possible prices to be obtained for the 1922 crop as the prices for the past several years have been abnormal for various reasons, including a very

the current year in that section of the country, and in view of the small importation of hay during the fiscal year 1921, it seems hardly likely that the importation of hay will cut much figure in the trade during the coming season. Canada is our only competitor in the domestic market for hay and her surplus, being produced in the Eastern provinces, is marketed in the New England or the North Atlantic States.

The shipping trade affected by the imports is naturally that of the North Central division, including the states of Illinois, Indiana, Ohio and Michigan, which are the chief surplus states of that region. Usually in competition with producers of those states for the Southern and Western markets, Canadian growers are at a great disadvantage because of distance and higher freight rates, but the situation is reversed ordinarily so far as the important North Atlantic markets are concerned. The present duty of \$2 per ton offsets approximately the advantage of Montreal over Columbus, say, or of Toronto over Chicago, say, in shipping to New England points and somewhat more than offsets it in New York and contiguous territory. The Commission says, "Comparison of the relative advantage of specific states and the adjacent provinces leads to the conclusion that if an advantage does exist it is on the side of the American producer. Slightly larger yields and lower land values in Canada are offset by higher labor and material costs."

As to the effect of the imported hay upon prices, the Commission says: "Under the conditions existing before and after the reduction of the American import duty (as indicated in the table above), Canadian imports were not of sufficient volume to appreciably affect the level of American prices.* The reduction of \$2 per ton does not appear to have lowered prices in the United States but merely to raise the prices by that amount received by the Canadian producers and the prices paid by Canadian consumers."

WEDNESDAY AFTERNOON SESSION

D. G. Sims, traffic manager, presented a report which was of great interest. He told of the fight that had been made to reduce rates and the success attained so far. He took up in turn the subjects, unreasonable reconsigning charges, car service rules, damage claims, under charging, etc., and urged members to make greater use of his office.

NEW GRADES

The following grades were recommended by Maurice Niezer, chairman of the Grades Committee, and were adopted:

Peanut Grades

No. 1—Shall be peanut vines of green color, leafy, reasonable fine, not over 5 per cent of native grasses, properly cured, sound and well baled.

No. 2—Shall be peanut vines of mixed green and brown or light brown color. Moderately leafy, and may contain 6 to 8 per cent of foreign matter. It must be sound and well baled.

No. 3—May be hay that has lost a large per cent of its leaves, but must have a reasonable amount of seed. It may contain 50 per cent of native grasses, well cured, and reasonably well baled.

Sample—Shall be reasonably sound, reasonably well

be stained and may contain a considerable proportion of native grasses, sound and well baled.

Cereal Hay

No. 1—Shall be oats, wheat or a mixture of the two, of bright color of greenish cast, sound and well baled.

No. 2—Shall be wheat or oats, or a mixture of the two, or not more than 50 per cent of rye with either one, or a mixture of the two, of straw color, not over-ripe, sound, and well baled.

No. 3—Shall be wheat, oats or rye, or a mixture of the three. It may be somewhat stained, but must be sound and well baled.

Cereal, Grain or Vetch Hay

No. 1—Shall meet the requirements of No. 1 cereal hay and shall contain not less than 25 per cent of vetch.

No. 2—Shall meet the requirements of No. 2 cereal hay, and shall contain not less than 15 per cent of vetch.

No. 3—Shall meet the requirements of No. 3 cereal hay, and shall contain not less than 5 per cent of vetch.

TRADE RULE CHANGED

Chairman George Bridge of the Trade Rules Committee recommended and the convention adopted the following alternation of Rule 10:

"Unless otherwise specified at the time of sale, the first official market destination weights and grades shall govern. The expense attached thereto shall be divided equally between the buyer and seller."

Addresses were made by Lloyd Dellinger of Bloomerville, Ohio and by G. des Trois Maisons of Montreal, the latter being the only representative from Canada present.

Harry Morgan, chairman of the Resolutions Committee presented a series of resolutions which were



CHARLEY HAGGERTY AND F. M. WINKLER

adopted, the principal one being a denunciation of the activity of the Department of Agriculture in fostering co-operative societies.

NEW OFFICERS

R. M. White, chairman of the Nominations Committee, recommended the following officers and they were elected forthwith:

President—Rudolph Raabe, Fort Jennings, Ohio.

First vice-president—A. E. Nicholls, Los Angeles.

Second vice-president—E. D. Clopton, West Point, Va.

Directors—for a term of two years: W. I. Biles, Saginaw, Mich., F. A. Coles, Middletown, Conn., D. S. Mullally, St. Louis, L. A. Raney, Goldsboro, N. C. and W. H. Haym, Atlanta, Ga., A. Clifford Martin, West Salem, Ohio, was elected to fill the unexpired term of one year of Mr. Raabe.

On the last morning some formal reports were read and passed upon, the officers were installed in the formal manner the Hay Association always does it, and then, after brief addresses by the new officers, the meeting adjourned *sine die*.



THESE LADY MANAGERS HELPED MAKE THE CONVENTION
Mary G. Biebell, Belva M. Johnson, N. B. Biebell, E. D. Hurley, E. C. Bucholtz.

heavy demand against a very short crop in 1918 when the farm price average of the entire country went to \$20.13 per ton; followed by two very heavy crops in 1919 and in 1920, during which years the price of hay to the farmers steadily declined, and a relatively short crop in 1921 when the price realized by the farmer was almost one-half that realized for the crop of 1918, a condition which was caused, of course, by hard times in part and largely, perhaps, by high freight rates which limited the area of shipment and therefore in a measure reduced the consumptive value of the hay.

The Importation of Hay

As the hay trade in the Northeast, the North Atlantic States and New England, has always been more or less affected by the importation of hay from Canada, it may be interesting to consider that phase of the situation in connection with the marketing of the crop of 1922. In view of the large hay crop of

baled, mixed greenish; may be threshed, or hay not covered by other grades.

No Grade Hay—Shall include all hay that is musty or in any way unsound.

Mixed Peavine or Soy Bean Hay

No. 1—Shall be either cowpeas or soy beans and sorghum mixed, but containing not more than 50 per cent of sorghum or crab grass. The cowpeas or soy beans must be leafy and the sorghum must be fine, of good color, sound and well baled.

No. 2—Shall be cowpeas or soy beans mixed with over 50 per cent of sorghum or crab grass, of fair color, reasonably leafy and fine, sound and well baled.

No. 3—Shall be cowpeas or soy beans mixed with about 75 per cent of sorghum or crab grass. It may

*The percentage of imports compared with the entire crop of the country has but little exceeded 3/100 of 1 per cent at any time as a maximum.

NEWS LETTERS

DULUTH

S. J. SCHULTE - - - CORRESPONDENT

COMPARATIVELY few changes have taken place in the personnel of Duluth grain houses recently. K. S. Bagley has been elected a member of the Board of Trade having accepted a position with A. D. Thomson & Co. Siebel C. Harris has become a member. He will represent Cross, Roy & Saunders of Chicago on this market. It is interesting to note that house was organized recently to take over the business of McCarthy Bros. & Co. who withdrew from the Chicago market. Guy Warren who at one time represented E. L. Welch & Co. on the Duluth market is a member of that house. During the last three years he had been associated with McCarthy Bros. & Co. at Chicago.

In view of bumper yields of wheat, rye and other crops over the Northwest operators on the Duluth market are sanguine that the 100,000,000 bushels of grain handled here during the crop year ended August 1 last, will be greatly exceeded during the coming year. Commission men are setting special store upon the prospective rye movement this way, which it is believed will exceed all records. Houses here in close touch with the situation are of the opinion that the August Government crop report placing the yield of rye for the season at 79,000,000 bushels based on an average of 15.58 bushels an acre, was over conservative, judging from threshing returns running up to 36 bushels an acre and advices from over wide areas of Minnesota and North Dakota placing yields at from 24 bushels an acre up. Some authorities here place the season's production of rye at 100,000,000 bushels. Marketing of rye has been in progress on this market during the last two weeks, as high as 326 cars a day having come upon track. The great bulk of the new rye has graded No. 1 and it has been remarkably free from dockage. Houses with export connections have been in the market freely for rye, and a considerable tonnage of it has been bought to arrive in various positions much of it up to as late as September 30. Under the pressure of the heavy offering its market has weakened to around 74 cents from 78 cents during the last two weeks.

Joseph McCarthy and Oscar Martin, two comparatively new members of the Duluth Board of Trade, claim to have found the going to their liking during the last few months. As a result of their wide connections over the territory they have expressed themselves as sanguine of their ability to turn some business during the present crop year. Mr. McCarthy was formerly manager of Charles E. Lewis & Co.'s business on this market and Mr. Martin represented E. L. Welch Company, having succeeded Guy Warren.

Earl M. White of the White Grain Company looks forward to a heavy trade in feeds on this market during the present crop year in view of the practical certainty that woods operations by the lumber companies are likely to be on a record scale next winter. He mentioned that loggers employ large numbers of horses and that the hay and feed demands from that quarter are surprising to the uninitiated. Mr. White was of the opinion that marketings of oats will be curtailed this season unless their market position improves very materially. As he sees it, the present price basis of around 28@29 cents for No. 3 White oats does not leave any margin of profit to the farmer after making allowances for freight rates and other costs of handling. He predicted that oats will be held on the farms to a great extent unless their market should improve.

"Bud" Harbison and Warren G. Starkey are two other young operators who claim to be turning the tricks their way satisfactorily in the grain commission business on this market. The former received his training with A. D. Thompson & Co. and the latter received a solid grounding in the business through his father, H. S. Starkey president of the Consolidated Elevator Company.

Now that the Interstate Commerce Commission has denied an application that sought to upset this mar-

ket's standing on a parity with Chicago in the freight rate structure in the routing of grain this way from Omaha territory, Duluth commission houses are feeling assured of their ability to attract a considerable tonnage of grain from that ground during the coming year. Two of the elevator houses have made their plans to get out after business from that territory in earnest. They are planning to bring a substantial tonnage of corn this way from that quarter, just as was done last year when nearly 15,000,000 bushels were handled. It is interesting to note that the Duluth operators who took a hand in the corn game reported that the venture turned out profitably. The grain was marketed to good advantage in the East and for export and stocks that were in the elevators at the opening of navigation have been practically cleaned up.

The Duluth Sampling Bureau has reduced its charge for sampling grain to 50 cents a car. A year ago it stood at 75 cents. It was later brought down to 65 cents, and now a still lower charge has been established. The cut was prompted by the desire to reduce overhead charges to shippers to the lowest possible, and the belief that the prospect of handling a heavier tonnage of grain this crop year, would enable the bureau to pay its way.

Max Rheinberger, representative of the Kellogg Commission Company on this market, returned an enthusiast from a recent inspection trip over the Canadian West. From information obtained by him he is of the opinion that the Canadians will harvest record crops of wheat and other grains this year. The wheat ripened so rapidly that it is believed it will escape the early frosts. Given dry weather conditions during the next few weeks it is thought wheat and other grains will be exceptionally high-grade samples.

Watson S. Moore of the Moore Grain Company, was a recent visitor on this market from New York. As he sees it, conditions are working back to normal in Europe much faster than exchange conditions would indicate. Mr. Moore is away with members of his family upon a trip to Alaska. He plans to take a complete rest before buckling down to business again.

Grain interests are faced with the probability of being called upon to pay high lake freight rates from this market to Buffalo and other Lake Erie ports during the fall months. The rate on wheat from the Head of the Lakes to Buffalo is now 3 cents a bushel as compared with 2½ cents a few weeks ago. The high prices being demanded of the steamship interests for bunker coal is a factor. As a result of the shortage in coal supplies brought about through the miners' strike, \$11 has been regularly paid recently for steam coal, as compared with \$6.50 up to July 1. Vesselmen have lately turned down offers of charters at 3½ cents for Buffalo delivery for late September loading.

J. N. McKindley, one of the pioneers in the grain trade on this market, has been appointed Duluth representative of the Hansen Produce Company of New York, and he will shortly open offices in the Board of Trade Building. He returned recently from a business trip to New York and he expressed himself as enthusiastic over the reports he received when down there regarding the export outlook in grain. It was intimated to him that interests headed by Julius H. Barnes are preparing to handle a heavy export trade this year. They are planning to get out after business in foreign countries where exchange conditions will admit of its being done safely.

J. C. Wyman, of McDonald, Wyman & Co., Minneapolis, has been elected a member of the Duluth Board, having purchased the membership of N. R. Olson. F. B. Getchel of the Van Dusen-Harrington Company has also been elected to membership on the Board.

No application has as yet been received from the Wheat Growers Association for membership in the Duluth Board of Trade nor have any arrangements been made by that organization for elevator storage at either Duluth or Superior. Directors of the Board of Trade asserted that application from any co-operative organization would be favorably entertained provided it met the requirements of the Board regarding financial ability to carry through its contracts and conducted its operations in accordance with the rules.

KANSAS CITY

B. S. BROWN - - - CORRESPONDENT

THE revival in export demand for wheat which always occurs when the new crop movement gets under way has been only moderate, according to most export firms at Kansas City. Foreign buyers have been making purchases in a conservative manner, due probably to continued shaky finances abroad—as shown by the recent decline of the mark to new low levels—and to the fact that some countries have better crops than last season. The railroad strike has also been a factor in restricting trade. There had been no important curtailment of the movement of grain up to the first of the month, but many sellers were not inclined to make contracts for delivery in August when the end of the strike was not in sight. Export contracts ordinarily contain no strike provisions.

Some difficulty was experienced in getting enough wheat for July loadings at the Gulf, due to transportation difficulties, and premiums for spot offerings made several sharp advances. Considerable wheat was bought on the floor of the Kansas City exchange and shipped to Galveston, much of which showed a loss.

The situation is in sharp contrast with that of a year ago when a flood of wheat—some consigned and some sold—was moving to the Gulf in anticipation of a sustained export inquiry. The trade well remembers that the demand was not sustained and that the consigned wheat took heavy losses, some of it remaining on track or in elevators until late in the winter.

New members of the Kansas City Board of Trade elected recently include: A. G. McReynolds of the Hutchinson Co-operative Association, on transfer from Guy H. Claiborne; Theodore Ismert of the Ismert-Hincke Milling Company, on transfer from Harry S. Randall; Joseph H. Hollister of the Stephen H. Miller Grain Company, on transfer from Frank Barrett, deceased; Fred R. Warrick of the Wallingford Grain Company of Wichita, on transfer from Arthur G. Evans; George W. Higby of the Rocky Mountain Grain Company of Denver, on transfer from L. P. Nellis.

The Interstate Commerce Commission recently decided that the Atchison, Topeka and Santa Fe's regulations in forwarding grain from Kansas City and Omaha, which has originated beyond, were not illegal, unreasonable nor unjustly discriminating; but are unduly prejudicial to those localities and shippers and receivers of grain located there, and unduly prejudicial to St. Louis, Cairo and Memphis.

J. S. Hart of the Kansas State Grain Inspection Bureau plans to have a laboratory in operation by September 1 for protein tests of wheat. The cost per test will be about 40 cents, as compared with a charge of 75 cents by private laboratories.

President James N. Russell of the Kansas City Board of Trade recently attended the hearing of the Senate Agricultural Committee on the new grain futures trading bill. His objections were chiefly against the section which seeks to give co-operative associations the privilege of rebating commissions.

The directors of the Kansas City Board of Trade recently adopted a resolution prohibiting the broadcasting of market quotations and information by members, describing it as uncommercial conduct. One firm had been sending out quotations through one of the local sending stations. The Board officially sends out prices and other information every half hour.

The strike of railroad shopmen did not interfere with the initial movement of new wheat in the Southwest to any extent in the opinion of most receivers and shippers. The movement to Kansas City in July was above the average and has been exceeded only a few times in the past dozen years, though it was much smaller than the record movement of a year ago. A few grain men think that arrivals would have been larger had roads been able to re-

pair cars more promptly, but there was little indication that any important amount of grain was held back in the country for this reason. About the only effect of the strike in July was to restrict trade.

At Kansas City a local car shortage developed in a short time and the outbound movement of grain was hampered. Roads generally had a liberal number of cars on hand, but the shortage of labor prevented them from keeping them in repair. In some cases country stations were given cars and the necessary material to repair them.

Thus far there have been only scattered complaints of a car shortage from the country. The tendency of farmers in the Southwest seems to be to sell, despite low prices. The seasonal increase in elevator stocks got under way the last week in July.

Reports received by Charles Woodward of the Western Grain Company said the corn crop now being harvested in Mexico was above the average. Little grain has been shipped to the border since the recent high import tax was imposed. Inquiry for an occasional car of corn is reported and some sacked grain has been shipped from the Gulf ports.

R. T. Morrison of the Morrison Grain Company, and Mrs. Morrison, sailed recently from Seattle for Alaska.

An additional unit of 500,000 bushels' capacity will be added to the Wabash Elevator in North Kansas City this summer, according to plans announced a short time ago by the Wabash Railroad which leases the property to the Nye & Jenks Grain Company. The cost of the addition is estimated at \$300,000. The work will be finished by November 15. With the addition the capacity of the Kansas City plant will be 1,000,000 bushels. Tentative plans include 26 large concrete tanks.

BUFFALO

ELMER M. HILL CORRESPONDENT

PLANS are under way for increasing the grain storage capacity of the Canadian Government Elevator at Port Colborne, Ont., from 2,000,000 to 3,000,000 and probably 5,000,000 bushels. Government engineers who have inspected the property have been impressed with the necessity for increasing the storage capacity of the Port Colborne structure especially in view of the fact that during the past few seasons much Canadian grain has been routed via Buffalo because of the inability of the elevators at Port Colborne to handle the cargoes with dispatch. W. F. Fawcett, manager of the Government Elevator at Port Colborne, says that a 3,000,000-bushel addition is the minimum that would adequately take care of the storage requirements. It is proposed to start work on the first unit of the addition at once and decide later just how large an addition should be constructed.

The plant of the Maple Leaf Milling Company, at Welland, Ont., was damaged by fire to the extent of more than \$75,000 on July 21. The entire interior of one five-story structure was completely destroyed. The fire is believed to have been started by spontaneous combustion in one of the lower rooms of the building but it spread rapidly to all parts of the structure. The mill was rebuilt in 1915 and had a capacity of 350 barrels. There were more than 1,000 barrels of flour in stock and a large quantity of grain was in storage. The mill was managed by Robert Cooper.

The Farmers Elevator Company of Randolph, N. Y., is planning the construction of a concrete or hollow tile grain elevator with a capacity of 12,000 to 14,000 bushels. The building will cost about \$10,000.

The Fredonia Seed Company has purchased a site in Fredonia, N. Y., on which it will erect a modern seed house. The company's business in western New York has been expanding at a rapid rate in the last year and the new seed warehouse has been made necessary.

Recent reports show that the heavy rainfall in New York State last month helped more crops than it hurt and taken as a whole, crops were in better shape August 1 than they were in other parts of the country. The hay crop which was rather poor a month ago, now promises a yield of 10 per cent better than usual, Timothy, Clover and Alfalfa all being unexpectedly heavy, according to a report given out by the state College of Agriculture. Corn, winter wheat, oats, barley and rye were each from 1 to 6 per cent better on the first day of the month than they have averaged on the corresponding date for the last 10 years. Beans were hurt somewhat by excessive moisture.

The 2,000,000-bushel state-owned grain elevator at Gowanus Bay is about 98 per cent completed and therefore will soon be turned over by the contractor

to the state department of public works for operation, according to Frank M. Williams, New York state engineer. Lower grain rates between the Middle West and the Atlantic Seaboard will result from the operation of the new state-owned elevator, according to Mr. Williams. He said the railroad rate from Buffalo to New York is now 8½ cents per bushel while the barge canal rate is 6½ cents. Prior to the war in 1914 the canal rate was 4 cents per bushel and this included the elevator charge at Buffalo, transportation and insurance on the canal, eight days' free storage in the barge in New York and the elevating charge between the barge and the ocean carrier.

"This low rate makes it possible to move grain from the head of the Great Lakes to Liverpool, England for 10.75 cents per bushel. This low rate was maintained without the aid of a state-owned elevator and canal operators agree that, with the completion of the new structure, the canal grain rate will drop to a point almost as low as asked prior to the war," explained Mr. Williams. "Once the state waterway is provided with sufficient barges to enable it to move its capacity of 20,000,000 tons per season, the grain rate will be lowered to a point below that offered at any time in the history of the canal."

Emmons A. Ball, a wholesale grain and feed merchant of Springfield, N. Y., and George W. Haxton & Son of Oakfield, N. Y., have consolidated their businesses. They will have a chain of grain and feed warehouses in rural sections of western New York. Mr. Ball will be manager of the warehouse in Oakfield.

A complete tie-up of grain carriers on the Great Lakes is threatened this month as a result of the proposed strike of marine workers on the lakes. All boats lines will be affected except a few passenger steamships. More than 98 per cent of the membership of the Marine Firemen, Oilers & Watertenders' Union voted to strike. The controversy is over wages and working conditions. Grain at the head of Lakes Superior and Michigan is being rushed to terminal elevators at Buffalo before the threatened walk-out becomes effective. Vessel owners say they will fight the union so there is no indication of an early settlement of the trouble. Such a strike at this time would put a heavy strain on rail lines from points in the Middle West where large amounts of grain are stored. The summer crop is now awaiting movement to the eastern markets and the lake steamship lines have always been depended upon to move the bulk of this between now and the closing of navigation.

Trade in millfeeds has been quiet in the Buffalo market during the past month. Prices have been firm with few fluctuations. Latest price quotations in less than car lots at Buffalo are: Bran, per ton, \$24; standard middlings, \$26; flour middlings, \$31; Reddog, \$37; corn, table, 100 pounds, \$2.25; cornmeal, coarse feed, ton, \$34.50; cracked corn, \$33.50; hominy, white, \$33; gluten, \$36; oilmeal, \$49; cottonseed meal, \$57.50 and buckwheat, per 100 pounds, \$2.40.

Another advance in grain carrying charges on the Great Lakes was registered August 1 as a result of the increased amount of grain offered for immediate loading at the head of the lakes. Steamers chartered to take grain from Lake Michigan ports are receiving 3 cents and those that are loading at Fort William and Port Arthur at the Canadian Head of the Lakes are receiving 3½ with 3½ offered for loading during the first two weeks in October. Word comes to the Corn Exchange from Chicago that tonnage to move 10,000,000 bushels of grain was chartered there early this month at 3 cents. The bulk of this will be brought to Buffalo. Terminal elevators at Buffalo have plenty of room and are in good shape to give boats dispatch.

United States District Judge John R. Hazel in Buffalo has granted an order allowing Henry B. Curtiss as receiver for Orrin C. Lake and Helen M. Lake, trading as Ewart & Lake, wholesale and retail feed, grain and seeds, Groveland, N. Y., with half a dozen warehouses and elevators in rural parts of western New York, to borrow \$20,000 on receivers' certificates of indebtedness so as to carry on the business. The money was needed, the court was told, to purchase seeds for customers of the firm to be sold at a substantial profit. Mr. Curtiss was named receiver after the filing of an equity action in United States court against the company by Bernard Sinshelmer, Silas Sinton and William Lowenthal, trading as Sinshelmer & Co., of San Francisco, Calif., on behalf of himself and other creditors of the company. The business is now in the process of liquidation.

American ports, possessing better facilities and cheaper insurance, are attracting the bulk of the Canadian export wheat crop, according to a report of a Legislative Committee appointed at Ottawa to delve into the question. A copy of the report received by large Buffalo elevating interest shows that the Dominion Government has high regard for the facilities for the rapid handling of grain at the port of Buffalo. Last year, the report says, 99,000,000 bushels of Canadian export wheat were shipped via Buffalo, whereas only 32,000,000 bushels went by way of the Georgian Bay route

and Port Colborne. Summarized, the reasons for the loss in traffic through Canada, are the attraction of better distribution centers such as New York, which always has abundance of ocean tonnage for all parts of the world, the abundance of elevator storage at Port William, Port Arthur and Buffalo, the cheapness of lake and water transportation via Buffalo to New York. One bad feature of the Canadian route via Montreal, the report says, is the high insurance rates on the St. Lawrence especially after August.

A ruling of importance to shippers of grain in carlots made by the New York State Public Service Commission, directs steam carriers operating within the state to make effective on August 15, a new tariff under which the cost to the shippers in providing doors for freight cars carrying grain shipments shall be reduced between \$3 and \$4 a car. Carriers have allowed shippers of grain in bulk one-half cent per 100 pounds for the placing of doors on freight cars, the shippers to so place the lumber on the cars as to protect the grain in transit. When carloads of grain run to 30 tons, this allowance amounted to about \$3 per car. Investigation has shown that the cost to the shipper of a 30-ton car averages \$7 and that with the half-cent allowance by the railroads the shipper was a loser between \$3 and \$4 a car. The order will require the railroad to furnish all the necessary lumber to provide doors for grain in carload movements. Shippers have never objected to the construction of the car doors. The order affects about 45 railroads in the state.

The Anchor Grain Company, has been incorporated under the laws of the State of New York with general executive offices in Buffalo. The company is capitalized at \$50,000 and the directors are George A. Sutherland of Clarence, Frederick W. Moser of Scranton, Pa., and Fred E. Wolf of Kenmore, N. Y. The company will engage in the wholesale grain and feed business.

The Welland Canal has been carrying a large amount of grain and feed this season, according to figures given out by the Dominion Marine Department. The Government grain elevator at Port Colborne, Ont., has handled about 25,000,000 bushels of grain up to August 1, most of which came from Canadian ports at the head of the lakes and consisted largely of wheat.

Louis Stover, who for many years has been engaged in the grain trade in Buffalo, is dead. He was born in Baltimore in 1844 but had lived in Buffalo for more than 75 years and was one of the pioneer grain merchants in the Buffalo market. He retired from active business about 20 years ago. He is survived by three sons, Theodore of Chicago; Louis of Los Angeles and Joseph Stover of Utica, and two daughters, Louise Stover and Emma Gertrude Peterson.

Fred E. Pond, secretary of the Buffalo Corn Exchange, seriously injured one of his legs while playing golf. He has been confined to his home for several weeks.

The steamer *Port de Caen* arrived in Buffalo last month from Nantes, France, to load grain for her home port. This is the first time in a number of years that an European ship has been lined up at a grain elevator in the harbor for a cargo of grain. The ship reached Buffalo via the St. Lawrence, Lake Ontario and the Welland Canal to Lake Erie. She returned to France via the same route.

CINCINNATI

HARRY A. KENNY CORRESPONDENT

A STRONG rally in cash wheat and corresponding slumps in prices of corn and oats, marked the trading of last month in the Queen City market. For mid-summer season, business was better than usual, it was reported, and in practically every line merchants reported a good prospect for the fall trade. The early part of the month was notable for the lowest prices for wheat options for the season, but by the end values had recovered and traders were paying a premium for cars favorably located and with good billing, or when sellers were willing to accept destination weights. Receipts of new crop oats were materially increased, the demand being slow and mainly local in character. In corn the market was easier, with reductions for White and Mixed and for Yellow. Inability of certain plants to obtain coal caused several industries to withdraw from the market for low grades. The downward trend of hay was somewhat checked, but the market continued dull and easy with the rail strike effecting outbound movements. Receipts were large, but the quality was reported as unsatisfactory.

The first large shipment of wheat from Cincinnati in a number of years was sent by members of the Cincinnati Grain and Hay Exchange to Knoxville, Tenn., last month. No mention was made of the

shipment until it reached its destination. This was done so as to insure safety from interference by strikers or their sympathizers. The shipment consisted of 22 cars the value of which was upward of \$50,000.

John Dorsel, 89 years old, founder and president of the Dorsel Grain Company and the Dorsel Tobacco Company, Newport, Ky., died at the home of his daughter, Mrs. Mary Schulte, in Covington, Ky., last month, after an illness of several months. Despite his advanced age, Mr. Dorsel continued his active business life up until three weeks of his death. His condition was not considered serious until that time, when he was advised by his physician to remain at his home. Before the Volstead Act was passed he was connected with the Dorsel-Wulfstange Distilling Company, which went out of business when their plant was destroyed by fire. Mr. Dorsel was also head of the Dorsel Tobacco Company, which was succeeded by the Dorsel Grain Company. At one time Mr. Dorsel was the owner of a hundred dwelling houses in Covington. Before the commission form of government was introduced in Covington, Mr. Dorsel served terms as city alderman. Mr. Dorsel had been a resident of Covington for 66 years. He was born in Germany and came to this country when a young man. Mr. Dorsel is survived by eight children, four daughters and four sons, two of which are connected with the grain company of which he was head. John H. Dorsel is vice-president of the company and Fred H. Dorsel, treasurer. Mr. Dorsel has two other sons who are engaged in business for themselves. August is a jeweler in Cincinnati and Albert a merchant at Liberty, Ind. Mr. Dorsel was one of the oldest members of the Cincinnati Chamber of Commerce.

H. Lee Early, president of the Early & Daniel Company, was in Chicago for several days last month on some important business for the Cincinnati Grain & Hay Exchange.

At a meeting of the Board of Directors of the Cincinnati Grain & Hay Exchange last month, the following were elected members of the new Board of Governors authorized by the constitutional amendment, John De Molet, De Molet Grain Company; John H. Dorsel, Dorsel Grain Company; and F. B. Edmonds, Union Stockyards Company. At a meeting of the members in June, authority was given the directors to create a Board of Governors to investigate all charges of misconduct; to investigate the financial standing of members when necessary and to act as a permanent committee on investigation of financial and mercantile standing of any applicant for membership.

Because of the reduced rates on money charged by the Cincinnati banks, the Exchange has reduced the schedule of interest rates charged between members for advances from 7 to 6 per cent and made the same rate applicable to advances on consignments from country shippers. The change went into effect August 7.

Morris Woodhull, 80 years old, a pioneer seed and grain dealer at Dayton, Ohio, died last month at his home in Oakwood, a suburb on the outskirts of Dayton. Mr. Woodhull was born in New York and came to Dayton when he was 12 years old. He was the owner of the Woodhull Grain & Seed Company. In 1901 he was appointed to the Ohio State Board of Awards.

Fred W. Klein, assistant to B. J. Drummond, traffic manager of the Cincinnati Grain & Hay Exchange joined the ranks of the benedict last month. He and Miss Marie Sanders of Minneapolis, Minn., were married in this city at the home of Mr. and Mrs. Robert Carmichael on Alms Place. The couple met 10 months ago when the marriage ceremony of Mr. Carmichael and Margaret Heise was performed. Klein served 18 months overseas during the World War and was wounded in action. After a visit to the bride's home and a short honeymoon trip on the Great Lakes, Mr. and Mrs. Klein will return to Cincinnati, their future home.

Recommendation for the establishment of an agricultural division of the Chamber of Commerce, to bring the interests of the rural population of Hamilton County in closer touch with those of the urban, have been made to the directors by the Agricultural Committee of that organization. The matter has been under consideration for some time and it is said that the program of the proposed division will include such questions as highway development, dairying, poultry raising, selling of crops and a general interweaving of the interests of the city folk and those of the country districts. The recommendation will be considered at the next regular meeting of the Chamber of Commerce.

The Perin-Brouse-Skidmore Grain & Milling Company, announces that it has concluded negotiations with the Tri-State Vegi Feed Company of this city for full distribution rights in this territory on Sugar Jack feeds. The feed made its first appearance on the local market last month. Henry Brouse, treasurer of the company, said that the feed is original,

and adapted for cattle, horses, swine and poultry. It contains practically the same ingredients as the conventional feeds, but is malted, which process creates a high digestibility and increases efficiency. Mr. Brouse said that it is also a sweet feed without added sweets such as molasses.



RECEIPTS of grain at Milwaukee have been far below the immense receipts of last year for the corresponding period, but they have been close to the figures established in other years. For the first week of August, offerings have been 435 cars against 511 cars the week before, 2,074 cars for the corresponding week a year ago and 444 cars for the same week two years ago. The supply was therefore about the same as two years ago but only about one-fifth of the extraordinary receipts of last year when there were special reasons for heavy marketing of grains.

For the last week of July receipts of grain at the Milwaukee market were 511 cars as compared with 452 cars the week previous, 1,862 cars a year ago for the corresponding week and 381 cars for the same week two years ago. Offerings were therefore considerably larger than two years ago, in fact between 20 and 30 per cent higher, while they were not much more than one fourth of the extraordinary offerings of last year for the same week.

The first week of August, 1922, showed the following distribution in grain receipts: 81 car loads of barley, 105 cars of corn, 117 cars of oats, 100 cars of wheat, and no cars of flax. Trade is well divided between barley, corn and oats, and new crop southwestern wheat is also increasing in volume.

For the month ending July 25, total grain receipts at Milwaukee were a little more than 2,200 cars, as compared with receipts last year for the same period which ran close to, or in excess of 2,000 car loads per week. Trade is therefore small compared with last year's abnormal standards, but it is close to the standards of other average seasons.

The August rate of interest on advances has been fixed by the Finance Committee of the Chamber of Commerce at 6½ per cent. This is the same as the rate fixed last month and indicates that money conditions have not grown appreciably easier.

Comparison of grain prices at Milwaukee now and a year ago shows that the market is back close to normal, as there have been none of the huge declines which have been characteristic of the grain quotation market for a number of years.

No. 3 barley has been quoted from 62 to 65 cents a bushel as compared with a price of 68 to 77 cents for the corresponding time a year ago. The barley market is therefore between 15 and 20 per cent lower than last year.

No. 3 White oats has been ruling from 32 to 35 cents a bushel as compared with 29 to 37 cents a bushel for the corresponding time in 1921. The decline is only 2 cents a bushel from last year, or about 5 or 6 per cent.

No. 2 rye has been quoted recently around 76 cents a bushel as compared with \$1.12 to \$1.12½ a year ago. Here is a drastic loss of no less than 30 or 35 per cent from last year, or 36 cents a bushel. Rye for a long time held up after the high war prices due to the big export demand. Consequently, the deflation in rye has been much larger than in other grains.

No. 2 Yellow corn prices have been ranging recently from 64 cents to 65 cents, as compared with a price range for the corresponding time a year ago of 60 to 61 cents. The market is about 3 cents higher than last year, or about 5 or 6 per cent above the price a year ago.

The No. 1 Northern wheat has been selling recently from \$1.40 to \$1.52 a bushel as compared with a price range at the corresponding time a year ago of \$1.34 to \$1.39 a bushel. The wheat market is about 9 to 10 per cent higher than last year.

Report received at the Milwaukee market indicate that the grain movement is being held back to some extent by the lack of cars and even more because of the large number of freight cars which were out of order. This is confirmed by news received from various shippers to the market in the Southwest. They state that Kansas and Oklahoma elevators are bulging with wheat and farmers are delivering the grain to the elevators as fast as possible. If the railroad situation clears up, it is predicted that high records will again be witnessed in the way of big receipts.

The comparatively small receipts of grain at Milwaukee recently are blamed in part on the strike by Walter Fitzgerald, vessel agent for the port of Milwaukee. Mr. Fitzgerald says that on some days the city only received 50 cars of grain instead of the 500 cars of grain daily it might be receiving if there were no strike obstacles to free movement. This situ-

ation, he adds, will mean a shortage of grain in Europe and perhaps higher prices both for the European trade and for the eastern cities of the United States, which draw large amounts of grain normally from Milwaukee. Mr. Fitzgerald, in commenting on the departure of the steamer *Capt. Thomas Wilson* from Milwaukee for the east, with 250,000 bushels of grain, asserted that this would be the last large shipment of grain for some time due to the curtailed receipts.

Kneisler Bros. of Milwaukee, large dealers in hay, report that the new hay came in this season the earliest in 10 years. The hay coming at that time was from the lake shore district of Wisconsin, it was perfect in color and fine in quality, and as dry and well cured apparently as old hay. The new hay at that time was selling at \$20 a ton. Predictions are made that the price of hay will average \$4 or \$5 a ton cheaper than last year, in fact some dealers assert that hay will be the cheapest in many years because of the unusually large crop this season.

Among recent grain and feed incorporations are the Rio (Wis.) Elevator Company to deal in grain, flour, feed, etc., and to grind feed. The capital is \$10,000, or 400 shares at \$25 each. The incorporators are James C. Cuff, H. S. Johnson, Peter Learum, A. L. Cowley and C. E. Higbie.

Grain in store at Milwaukee according to the latest official figures shows 46,000 bushels of wheat in round numbers, 136,000 bushels of corn, 534,000 bushels of oats, 97,000 bushels of barley and 26,200 bushels of rye. Stocks of grain are low with prompt shipment out by lake eastward of all the surplus as characteristic of the present trade.

The latest reports of loadings of the Chicago, Milwaukee and St. Paul Railroad, as received by Milwaukee shippers, show that in 29 days the loading was 136,000 car loads in round numbers as compared with 111,000 cars approximately for the corresponding period a year ago. Grain cars loaded on the system, however do not show this large increase over last year. Prediction of heavy grain sales and record business generally are made for the road as soon as the present coal and shop men's strikes are over.

Because of the better germinating qualities of the new barley, this grain commands a premium over the old grain and brings top prices and has the preference of buyers. Both pearlers and maltsters discriminate against the old barley which consequently has to sell at a discount. The trade reports that Wisconsin barley this year is of excellent quality and of a high yield.

Milwaukee grain handlers have sent out warnings against leaky cars. During the last month the number of leaky cars arriving in Milwaukee was no less than 21 per cent of the total. This was a decided increase over the 12 per cent of leaky cars in the previous month. Shippers are being asked to take special note to see that cars are in good condition before they are loaded.

John J. Shea, 78 years old, for many years a member of the Milwaukee Chamber of Commerce died from the effects of a fall down a 15 foot flight of stairs. The accident happened at his home at 643 Marshall Street, from whence he was taken to Trinity Hospital. For many years Mr. Shea engaged in the grain trade and was well known to various lines of the grain business. He is survived by two sisters—Mrs. William E. Gorman of Milwaukee and Mrs. Catherine Donovan of Oak Park, Ill.

One of the leading maltsters of Milwaukee, Kurtis Froedtert has filed incorporation papers for the Froedtert Investment Company, with capital stock of \$250,000 to amalgamate the Froedtert business interests. The Froedtert Coal & Supply Company, also incorporated, will take over the Froedtert yards in North Milwaukee. Kurtis R. Froedtert, Walter A. Teipel and Leon B. Lamfrom are among the stockholders in the new corporation.

A number of old timers among the grain trade have passed away. Samuel McCord died recently. He joined the Chamber of Commerce in 1866, or 56 years ago. August Bergenthal died last month. He became a member of the Chamber in 1882, just 40 years ago. Adolph Flertzhelm, who died last month joined the Chamber of Commerce in 1876, or 46 years ago. John J. Shea, the last of the quartet of old timers to pass away, joined the Chamber in 1873, so that he had been a member for 49 years, just one year less than the half century mark.

The latest report on shipments of grain from Milwaukee by lake for the season of 1922 shows a movement of no less than 13,146,000 bushels, of which a little more than 6,000,000 bushels went to Buffalo and other American ports, while an aggregate in excess of 7,000,000 bushels was consigned to Canadian ports. Vessel agents report that for about one month after navigation opened, the grain rates to Buffalo and Georgian Bay ports were 1¼ cents a bushel after

which it went up to 2¼ cents for Buffalo and 2 cents for the Georgian Bay ports. This is the rate schedule now prevailing and it is a trifle higher than last year when 2 cents was the prevailing rate for Buffalo.

Last year about 80 per cent of the grain went to Montreal for export, while this year more of the grain is going to Buffalo, of which a large part goes to American ports along the Atlantic Seaboard for export. As usual rates are the controlling element, vessel agents report, causing the heavy grain movement to Canada last year and the heavier movement to the American side this season.

On July 28 the first car of the new Wisconsin barley was received from the southwestern part of the state. This car graded No. 3, tested 45 pounds to the bushel and sold at 64 cents a bushel. The first car of new crop Winter wheat graded No. 1 Hard and tested 61 pounds to the bushel. This wheat was raised in Illinois. The first cars of new rye came from Iowa to the Milwaukee market and graded No. 1 and 2 respectively, weighing 56½ and 57 pounds for the respective cars. Most of the new grain coming in has been of excellent quality according to reports of leading Milwaukee grain men.

A. A. Breed, chief inspector of grains at the Milwaukee Chamber of Commerce, reports that the quality of the new grain is far better than last year, indicating that this is going to be a much more satisfactory year in the grain trade in general.

Rye is more free of foreign matter, Mr. Breed asserts, this year. The color he adds, is good and the kernel is fairly sound. The weight is around 57 pounds to the bushel, although early in the season the choicest of the crop is sold and little low grade rye is usually offered. The weight is considerably above last year.

The oats of the new crop has been of good color and of good weight. The weight as a rule is 32 pounds compared with 26 to 30 pounds to the bushel last year, according to Mr. Breed.

New Spring wheat coming, Mr. Breed explains, contained a little moisture and graded down to No. 2 although it weighed 60 pounds to the bushel. The Hard Winter wheat has been of very fair quality. The new barley, according to Mr. Breed, is stained because of rains in the shock, kernels are good and plump and the weight is 46 to 47 pounds which is considerably higher than last year. Mr. Breed attributes the slow marketing of new grain to the lack of car service to some extent and also to the fact that farmers are no doubt holding in the expectation of getting better prices.

The first car of new oats received at Milwaukee came from Boyden, Iowa, and graded No. 3 White, testing 33 pounds weight, with moisture of 12 per cent and it sold at 34¼ cents a bushel.

Most of the grain crops of Wisconsin for 1922 will be highly favorable. The oats yield is placed at 97,000,000 bushels as compared with 63,000,000 bushels last year and a five year average of 95,000,000 bushels. The crop is about 40 per cent above last year, but is only a little better than the five year average for the state.

The Wisconsin barley crop is estimated in excess of 13,000,000 bushels as compared with 10,000,000 bushels approximately last year and a five year average of more than 18,000,000 bushels. The crop is one-third better than last year, but it is also considerably under the five year average because of the gradual decline in barley acreage with the advent of prohibition.

The Wisconsin rye crop is placed at more than 7,500,000 bushels compared with a little less than 5,000,000 bushels last year and a five year average of a little more than 5,000,000 bushels. The crop is about 50 per cent better than the average yield for the state.

Winter wheat crop for Wisconsin was just a trifle less than 2,000,000 bushels, compared with about 1,400,000 bushels last year and a five year average in excess of 1,700,000 bushels. The crop is a little over the typical average. Spring wheat production at 1,500,000 bushels is a little above the yield last year, but it is way below the five year average, which is in excess of 4,600,000 bushels.

The enormous increase in the state grain yield is shown by a total forecast for 1922 of the principal grains of 121,000,000 bushels, compared with 82,000,000 bushels as the actual crop last year. The grain harvest of Wisconsin will be approximately 50 per cent above that of last year.

Corn is the one crop which is less than last year and that is due to the phenomenal yield in 1921. The crop is estimated in excess of 88,000,000 bushels compared with 97,000,000 bushels approximately last year and a five year average of 69,000,000 bushels. The corn yield is far above the average, but it is about 10 per cent under the big crop of 1921.

The Wisconsin hay crop of 1922 will be one of the largest ever harvested in the state, with an aggregate of more than 5,800,000 tons, compared with 5,060,000 tons last year and approximately 5,300,000 tons as the five year average. The cool weather was fine for heavy production of hay and the yield in the northern counties of Wisconsin will be unusually large.

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

THE general situation with the grain and feed trade is fair to good, there being a fairly healthy demand for feeds, regardless of the fact that pasturage is good throughout the district. Manufactured and millfeeds are holding up well, while chicken feeds are active. Some demand for fall seed stocks such as rye and oats is being noted. Storage stocks of local elevator companies are increasing rapidly.

Out in the state there is considerable trouble in getting cars and making shipments of wheat, hay, oats, etc., as the shopmen's strike has cut off many trains, and caused long delays and lots of trouble. Shipments are moving very slowly due to congestion and trouble in terminals. However, feeds, livestock, coal and food products are getting the better service. Elevator companies are not having much trouble over car supply as they are loading right back to emptied cars.

After having very small stocks on hand last month there was a big increase in elevator stocks on hand as a result of wheat moving more freely to mills. The Kentucky Public Elevator Company, reported a total of approximately 507,000 bushels of grain, made up of 440,000 bushels of wheat; 33,000 of corn; 30,000 oats and 4,000 rye. Much of the wheat is long storage stock, some of it, in fact the bulk, being owned by Louisville millers, while some of it belongs to country mills in Indiana and Illinois. The company reports fairly good daily handlings.

The crop outlook generally is fine. A big crop of good quality hay has been harvested, and new hay has completely taken the market, as old stocks were about cleaned up. Prospects are for a very fine corn crop in Kentucky, while the crop in Indiana and Illinois is reported as bearing great prospects. Kentucky has had ideal weather and harvested a good wheat crop, which ran a little light in weight, but of good quality. The Bluegrass seed crop was estimated at 850,000 bushels, the second largest on record. Rye and oats did quite well.

Quotations on the local market show corn, No. 3 Yellow, 70 cents; White, 68½; Mixed, 69½. Yellow corn is carrying a premium over White, as a result of poor milling demand. Oats are quoted at 39 cents for 30-pound, or No. 2, and 38 cents for 28 pound, or No. 3. Seed oats are carrying a premium of four to five cents a bushel. Rye is quoted at 90 cents for No. 2 Rosen Red. Buying prices on wheat at Louisville are \$1.08 for wagon and \$1.12 for rail, No. 2 Red.

New hay is somewhat cheaper and stands to be still cheaper when rail conditions improve. No. 1 Timothy is quoted at \$18 a ton; No. 2, \$17; No. 1 Clover, \$16; No. 2, \$14; Mixed, No. 1, \$16; No. 2, \$14.50; wheat and oat straw, \$12; rye straw, \$14 to \$15.

Shippers are anticipating a bad period this fall in handling traffic, as a result of the long strike of shop workers, bad condition of cars, and heavy crop movement, along with the delayed coal movement, and considerable lumber and other freight that has been held up as a result of car shortage and terminal congestion. In Louisville conditions are excellent as a result of the heaviest building activity ever known, permits exceeding \$11,000,000 so far, while bank clearings are showing a gain of \$55,000,000 over last year so far.

Mills and elevators making their own steam have been having much trouble in securing prompt delivery of coal, and are now paying \$7 to \$8 a ton at mine and in late July paid as much as \$11 to \$11.50 a ton at mine. One consumer reports that he was three weeks in getting a car shipped and delivered a distance of less than 180 miles.

O. W. Edinger, of Edinger & Co., reports a fairly good demand for the general lines produced and jobbed by that company. Mr. Edinger is of the opinion that fall business will continue active, and the year will close as a good one. Mr. Edinger is just back from a three weeks' vacation to Wisconsin, northern Illinois and other points, having spent some time at Lake Geneva. He reports that crop conditions north of the Ohio River look especially good.

Large movement of grain via the Ohio River is in prospect it is reported. Government barge lines on the Mississippi have had a big tonnage increase, principally in grain. The Inland Waterways Company, Louisville, a new \$2,000,000 corporation, has taken over some steamers and barges, and has a deal on for merging with the Barrett lines of Cincinnati, and is also having a lot of additional barge equipment built, with a plan of developing river transportation, the future of which will be combination terminals at Louisville, Cincinnati, Jeffersonville,

Ind., and other points for transfer of rail and river freights. The Louisville Railway Company is also interested in development of the project, with the idea of distributing river freights locally and to its inter-urban connections via electric freight cars. The Interstate Public Service Company, of Indiana, is also interested, planning to develop business moving by combination water and electric line.

Kentucky has one of the largest Clover crops in years, as a result of Crimson Clover having grown freely this year, it being one of the Red Clover cycle years, in which the growth has run wild everywhere. The very mild winter is said to have been responsible.

The Quaker Feed Company, capital \$6,000, Elizabethtown, Ky., to handle a general flour and feed business, has been chartered by E. C. Eberts, LaRue Coffey and C. H. Everitt. Eberts is well known in the grain trade, having some years ago been in business at Louisville.

The Dunn Wheat Company, Lexington, Ky., capital \$100,000, has been chartered by J. T. Dunn, J. H. Dunn, W. P. Maynard, Dr. F. J. Juett, J. T. Carles, of Lexington; and John P. Cain, Dayton, O., and John J. Phillips, of Fresno, Cal.

News was recently received from Wheeling, W. Va. of the death at that point of J. F. Gebhart, 61 years of age, a former resident of Augusta, Ky., where for 15 years he was with the Augusta Milling Company, and active member of the City Council for several terms. A wife survives him.

J. S. Pecar, Louisville, has affirmed ownership of the Jefferson Flour & Feed Company, operating at 100 East Jefferson Street, Louisville.

NEW YORK

C. K. TRAFTON - CORRESPONDENT

MEMBERS of the grain trade on the New York Produce Exchange, and especially those who have for many years been strong advocates of the enlarged Erie Canal and of a state system of grain elevators, were greatly pleased recently by the announcement that the first operating tests of the great new elevator at the Gowanus Bay (Brooklyn) terminal of the Barge Canal had been made. It is expected that an official opening will be held on September 1, which will be attended by Governor Miller and many other state and local officials, and to which members of the grain trade will be invited.

They were likewise greatly interested to learn that a decision had been reached on a question which had caused considerable discussion for a long time, namely: "Who is to occupy the important position of Superintendent of the new elevator." The announcement that this important duty had been entrusted to Charles W. Austin was received with wide-spread approval as he has had considerable experience in operating grain elevators and is well and favorably known to members of the trade in this section of the country.

Mr. Austin's latest connection with the trade was as a partner in the Chicago Grain Salvage Company, during which time he handled a number of big elevator losses, including the explosion loss at the Armour's Northwestern Elevator in Chicago last year. Prior to that Mr. Austin had been assistant manager of the Erie Elevator at the port of New York, and grain agent of the Erie Railroad Company. Still earlier he had been traveling freight agent on grain traffic and superintendent of the Interstate Elevator.

While Mr. Austin will make his headquarters at the elevator, he will also have an office in the quarters of the N. Y. State Public Works Department in the Produce Exchange building.

According to a notice posted on the bulletin boards of the N. Y. Produce Exchange, Wm. J. Brainard has retired as president and director of the grain firm of Brainard, Leverich & Hatch, Inc., which operates the old Clark & Allen Elevator at 32d street and East River. The name of the firm has been changed to Leverich & Hatch, Inc., with Louis G. Leverich as president and Joseph W. Hatch as vice-president and treasurer.

Siebel C. Harris, who was elected to membership in the N. Y. Produce Exchange a short time ago as representative of McCarthy Bros. Company, grain commission merchants of Chicago, has notified the Exchange officials that he is now vice-president of Cross, Roy & Saunders, being in charge of the grain business which they took over from the McCarthy firm.

The following well known members of the Chicago Board of Trade were among the recent visitors on the N. Y. Produce Exchange: Alfred W. Mansfield, a member of the firm of Thomson & McKinnon, commission merchants; Edward F. Thompson, a partner in the firm of Lamson Bros & Co., commission mer-

chants; John F. Barret, grain operator with E. Lowitz & Co.; Mose Singer, broker; Otto Waitzmann, assistant secretary of Rosenbaum Bros, grain merchants; Thomas M. Howell and Andrew Hazelhurst, operators.

W. S. Schilthuis has sent notice to the secretary of the N. Y. Produce Exchange that he has resigned from the Schilthuis American Trading Company of N. Y. and has also severed his connection with the parent concern in Holland.

The Board of Managers of the N. Y. Produce Exchange has admitted the following applicants to membership: J. W. H. Hamilton, head of a corporation of that name doing an exporting and importing business; and Thomas T. Malloch of Macwatty & Flahive, grain exporters.

John W. Seaman of Montgomery & Jenkins, commission merchants, is an applicant for membership in the Produce Exchange.

A. W. Palmer, formerly acting as representative on the N. Y. Produce Exchange for the Marshall Milling Company of Marshall, Minn., has severed that connection according to a notice posted on the Exchange bulletin boards.

Pursuant to the provisions of the by-laws, the Board of Managers have prohibited representation on the N. Y. Produce Exchange during their pleasure to the Superior Flour Company, flour jobbers, and to Kupferman & Seider, wholesale grocers.

B. W. Snow, the nationally famous crop expert of Bartlett Frazier Co., commission merchants on the Chicago Board of Trade, was a recent visitor on the N. Y. Produce Exchange, having come East on the first vacation which he has had in about 20 years.

PHILADELPHIA

T. A. SIEBER CORRESPONDENT

ACCORDING to the monthly report of the statistician of the Commercial Exchange, the stock of grain in public warehouses in Philadelphia on August 1, was 1,152,447 bushels wheat, 319,965 bushels corn and 67,277 bushels oats, compared with 2,367,186 bushels wheat, 349,900 bushels corn and 148,319 bushels oats on July 1 and 495,478 bushels wheat, 529,386 bushels corn and 185,894 bushels oats on August 1, 1921. Receipts of grain at Philadelphia during the month of July 1922, were: 3,593,905 bushels wheat, 910,569 bushels corn, 153,581 bushels oats, 20,848 bushels rye and 1,601 bushels barley. Exports from this port during the month of July, 1922, were: 3,249 bushels wheat, 873,592 bushels corn and 19,949 bushels rye.

New memberships in the Commercial Exchange have been petitioned for during the past month by C. C. Snyder & Son, Irving B. Hudson Sales Company, International Milling Company, J. J. Davidson, Jr. and Jones & Wentz.

Julius H. Barnes, president of the Barnes-Ames Company, New York, N. Y., grain exporters, was a visitor on 'Change last week.

A charter has been granted the McCaull-Dinsmore Grain Company under the laws of Delaware with a capital stock of \$10,000.

John W. Fulmer, president of the John W. Fulmer Seed Company of Toledo, Ohio, visited the trade on 'Change floor a week ago.

John F. Cramp, Jr., of Minneapolis, Minn., is taking charge of the feed shipping department of the Newsome Feed & Grain Company in Pittsburgh, Pa.

The firm name of M. C. Dietz & Son, grain, feed and coal merchants at Mechanicsburg, Pa., has been changed and they will hereafter trade under the name of M. C. Dietz & Sons.

J. B. Kirkpatrick is now engaged in the feed, grain and hay business at Johnsonburg, Pa., where he will erect a warehouse.

A grain and feed business has been opened by Wright & Taylor at Upper Darby, Pa., having formerly been connected with the grain firm of V. E. Bond at Darby, Pa.

The president of the Commercial Exchange has appointed Wm. B. Stites, Filson Graff, George G. Omerly, Morris F. Miller and Levi G. West as the Settlement Committee on Wheat. The Committee, when requested, will discount for members all off-grade wheat as follows: On the basis of No. 2 Red; No. 3 wheat will be three cents under No. 2; No. 4

seven cents and No. 5 11 cents; on the basis of No. 2 Red, Garlicky; No. 3 wheat will be five cents under No. 2; No. 4 eight cents and No. 5 twelve cents.

Frank M. Turnbull, Philadelphia representative of the Hall-Baker Grain Company of Kansas City, Mo., has returned with his wife from an automobile trip to the Adirondack Mountains, N. Y.

F. K. Savage and William H. Yohe have been elected to membership in the Commercial Exchange.

Preparations are being made by L. Pollock to erect a modern flour and feed mill at Kittanning, Pa., and completion is expected about fall. It will be a three-story brick building, 70x129 feet.

The Pennsylvania Railroad Company will accept at their Girard Point Elevator, from consignees or receivers a general order to handle as inspector directs, any wheat grading No. 3 or under. Any wheat not covered by such orders will be stored and handled as general stock.

F. C. Meyers of the Wisconsin Milling Company, Menomonie, Wis.; M. Novak of the Parry Products Company, Milwaukee, Wis., and J. W. Rice of the Froedtert Grain & Malting Company, Milwaukee, Wis. were visitors on 'Change floor during the past month.

The grain and feed warehouse of Charles Z. Weiss at Avon, Pa., was destroyed by fire July 15 with an estimated loss of about \$12,500. Spontaneous combustion is believed to have caused the fire.

William C. Walton and J. Walter Passmore represented the Commercial Exchanges at the twenty-ninth annual convention of the National Hay Association, held July 25 to 27 at the Hotel Breakers, Cedar Point, Ohio.

All wheat grading "sample grade," and wheat grading "musty," will be handled by the Pennsylvania Railroad at their Girard Point Elevator as inspector directs, as in previous years, and it will not be necessary to file drying or other orders covering wheat of these grades.

The number of cars unloaded at the Girard Point Elevator during the month of July, 1922, was: 977 wheat, 277 corn and 12 rye; at the Port Richmond Elevator: 1,285 wheat, 284 corn and 1 oats; at the Twentieth Street Elevator: 10 corn, 26 oats, 1 buckwheat, 1 Kaffir-corn and 3 barley screenings.

The firm of Franklin Miller & Son, Waynecastle, Pa., has been dissolved and Charles F. Miller, son of the senior partner of the firm will hereafter conduct the business. The warehouse of this firm, recently destroyed by fire, will be rebuilt of brick and concrete on the old site and will be modernly equipped.

Minnesota visitors on the floor of the Commercial Exchange during the past month include J. F. Armstrong, sales manager of the Eagle Roller Mill Company of New Ulm; P. M. Marshall of the National Elevator Company of Minneapolis; M. Luther of the Durum Flour Mill Products Company of Minneapolis; LeRoy D. Godfrey of the International Grain Company of Minneapolis.

A proposal has been made to the Trunk Line Association to change the rate of freight to 17½ cents per 100 pounds on grain products and grain by-products, except flour, from Buffalo to Philadelphia, New York, Baltimore and Boston; also a proposal to extend milling, mixing and malting in transit arrangements on grain and grain products at Philadelphia to provide for additional points of origin and destination.

Emanuel H. Price, Samuel L. McKnight, Levi G. West and Winfield S. Woodward have been appointed to represent the Commercial Exchange at the fifteenth annual convention of the Atlantic Deeper Waterways Association to be held at Portland, Maine, September 12 to 15. There will also be a delegation representing the other trade bodies in this city, including the Bourse, Maritime Exchange, Chamber of Commerce and the Board of Trade.

The Purchasing Agent of the City of Philadelphia has adopted a new system of letting the contract for supplying forage to the Department of Public Works which has 1,700 horses under its care. Heretofore, the contract has gone generally to one contractor, but according to the new system the city will be divided into 16 districts to secure competition. The total of this year's contracts will be approximately \$425,000 which is about \$100,000 higher than last year, owing to greater work.

A Pennsylvania Fuel Commission of seven members including two members of the Public Service Commission, has been appointed by Governor Sproul to act for the state, of which W. D. B. Ainey, of the Service Commission, was named chairman. Others include Edgar C. Felton, former president of the Pennsylvania Steel Company and a director of the Pennsylvania Railroad; William C. Furey, president of the

Pittsburgh Chamber of Commerce; Representative Hugh A. Dawson, S. D. Crowell, president of the State Retail Coal Merchants Association and ex-Mayor Stern, of Erie, Pa.

Numerous agriculture co-operative associations have come into existence recently in the state of Pennsylvania, being formed under acts of the last few legislatures, having capital stock as have similar organizations with other objects. The thousands of corporations in the state not organized for profit and generally known as corporations of the first class will be required to file reports for assessment of capital stock or loan taxes by the Auditor General where they have any capital stock according to a recent opinion of the Deputy Attorney General George R. Bull. First class corporations are chartered by the courts as a rule, but of late years co-operative associations and similar organizations have been authorized under state laws and by filing papers with the Governor.

A. J. Dando, elevator agent of the Pennsylvania Railroad, has had a number of requests from shippers and receivers to hold cars on track at Girard Point Elevator, pending further instructions, and in some cases the impression prevails that after this grain is ordered held, it can be unloaded into the elevator without demurrage charges accruing, but attention is called to members of the Commercial Exchange to the clause in the tariff at both Girard Point and Port Richmond Elevators, which states: "Demurrage rules and charges will not be applicable on shipments of bulk grain for export, except when ordered by shipper or consignee to be held in cars, or reconsigned for domestic delivery." It should be understood by everyone that the demurrage rules will apply on cars ordered held at Girard Point Elevator until they have been ordered released for unloading.

According to the Bureau of Crop Estimates of the Department of Agriculture, the combined condition of all crops in Pennsylvania on August 1 is 105.7 per cent of a normal or 1.3 per cent lower than that of July 1.

The condition of Winter wheat in Pennsylvania on August 1 is 91 per cent of a normal compared with 92 per cent on July 1 and a 10-year average of 92 per cent, forecasting a yield of 25,474,000 bushels, which is 10,000 bushels over the July 1 estimate, compared with a five-year average of 24,580,000 bushels.

The condition of corn in Pennsylvania on August 1 is 92 per cent of a normal compared with 92 per cent on July 1 and a 10-year average of 87 per cent, forecasting a yield of 70,901,000 bushels compared with a five-year average of 64,292,000 bushels.

The condition of oats in Pennsylvania on August 1 is 90 per cent of a normal compared with 92 per cent on July 1 and a 10-year average of 90 per cent, forecasting a yield of 41,782,000 bushels, which is 929,000 bushels under the July 1 estimate, compared with a five-year average of 41,223,000 bushels.

ST. LOUIS

S. F. LARRIMORE CORRESPONDENT

THE Interstate Commerce Commission, in deciding a complaint brought by the Merchants' Exchange of St. Louis against the war-time Director General of Railroads, as the agent of the Baltimore and Ohio Railroad and others, involving alleged discriminatory practices at St. Louis and Chicago, declared that the defendants' failure to compensate the Exchange for weighing car loads of grain at St. Louis and East St. Louis was not unreasonable or otherwise in violation of the Interstate Commerce Act. It further held that the practice of certain defendants in making allowances for certain clerical services at Chicago, while refusing to make similar allowances for equivalent service at St. Louis was not unreasonable or in violation of the act.

Funeral services for John A. Lewis, 63 years old, a grain broker who died a few days ago from injuries in a fall, were held August 2. Mr. Lewis came to St. Louis from Glasgow, Mo., 40 years ago and has been a member of the local exchange for many years.

The Rice Millers Association has issued a forecast at Sikeston, Mo., to the effect that growers will receive an average of \$1 a bushel for their rice. A copy of the forecast was mailed to banks in the rice growing districts of Missouri and Arkansas.

Ellis R. Howell, of the Bemis Bro. Bag Co., made application recently for membership on the St. Louis Merchants' Exchange. The membership is to be transferred from Albert B. Young.

A farmer residing near Millstadt, Ill., was arrested recently on a charge of violating an Illinois law regarding fumigation to prevent the spread of flag smut. The arrest was made at the request of State Inspector

James S. Conrad. Meyer, who rented his threshing outfit out to other farmers, refused to abide by a request made by Mr. Conrad that the outfit be fumigated while working in the infected area so that there would not be any danger of the smut spreading to other fields. This is the first instance in which any opposition has been encountered, the farmers almost invariably being glad to co-operate with the state inspection officials.

A total of \$530 was realized from the sale of tickets to the annual Tuberculosis Society ball game, to the members of the Exchange. Many of the members donated tickets to wounded soldiers. This is the first time a campaign of this sort has been carried on in the Merchants' Exchange, and the success was very marked.

Missouri leads the rest of the valley in quantity of material shipped by way of the barge line last year, both in exports and imports. Of a total of 246,486 tons exported, 180,487 tons were from Missouri. Of a total of 101,854 tons imported, Missouri's tonnage was 34,069. Of the exports 99,831 tons were wheat.

The following were visitors on the floor of the St. Louis Merchants' Exchange recently: J. E. Edenton, Jackson, Tenn.; G. Y. Wallace Kingston, Jamaica, W. I.; C. J. Travis, Louisville, Ky.; R. B. Lancaster, of the Lafayette Roller Mills Company, Louisville, Ky.; F. Hutchinson, Lawrenceburg Roller Mills Company, Lawrenceburg, Ind.

Missouri farmers contemplating changing from the production of the semi-hard or Soft Red Winter wheat were recently warned by the State Marketing Bureau of the State Board of Agriculture that they would be disappointed in the outcome. Missouri is a semi-hard wheat state and the soil and climate is not adapted to growing the Hard Red wheat of Kansas and Nebraska.

The directors of the Pollock Mill & Elevator Company, of Mexico, Mo., recently elected the following officers: President, W. W. Pollock; vice-president, Judge Alex Carter; treasurer, C. C. Brown; secretary, C. W. Edmonston.

Eugene Smith, secretary of the St. Louis Merchants' Exchange; A. H. Beardsley, of Picker & Beardsley, and S. P. Stead, of the Nanson Commission Company, formed a committee from the St. Louis Merchants' Exchange to visit the 29th National Hay Association convention at Cedar Point, Ohio. Others who attended were: Dan S. Mullally, Harry Atwood, Jas. W. Dye, and W. H. Toberman.

The following were visitors on the floor of the St. Louis Merchants' Exchange recently: Andrew Steiner, Tell City, Ind.; T. M. De Moss, Nashville, Tenn.; B. C. Anderson, Mobile, Ala.; B. C. Morgan, Birmingham, Ala.; J. B. Bergs, Memphis, Tenn.; B. A. Gilliland, Cleveland, Ohio; C. S. Brent, Lexington, Ky.; Raymond Rose and W. C. Rose, both of Louisville, Ky.; E. L. Levy, of Kansas City, Mo., and A. H. Posenz, Henderson, Ky.

Paul A. Belbach, of Pontiac, Ill., and C. Earl Drake, of Farnum, Winter & Co., recently made application for membership in the St. Louis Merchants' Exchange.

The Frankford Elevator Company, has been incorporated at Frankford, Mo., for \$25,000. The company will do a general agricultural and mercantile business on a co-operative plan.

"Beware of the seed wheat peddler" is the warning issued by Secretary Jewell Mayes of the Missouri State Board of Agriculture. "The traveling order taker is abroad in the land, and the country is being plastered with propaganda purposed to sell seed wheat of uncertain purity and doubtful adaptability, grown in other states and offered at too high prices."

The following notice was recently posted on the bulletin board of the St. Louis Merchants' Exchange: "In order to insure a uniform charge for riot or strike insurance, the Board of Directors in meeting July 22, 1922, adopted a resolution fixing a charge of 7½ cents on each \$100 valuation or fraction thereof on each car of grain consigned to this market, effective immediately."

A renewed demand upon Secretary of War Weeks that he take measures to compel Edward F. Goltra to get his fleet of government-leased fleet of four towboats and 19 barges into the business of carrying freight upon the Mississippi River has been sent by the Merchants' Exchange. A telegram signed by George F. Powell, president of the Exchange, was forwarded to the secretary recently, in which it was asserted that, though the Mississippi-Warrior service, which is the Federal operated barge line, St. Louis and New Orleans, had been able to carry approximately 500,000 bushels of export grain to the sea during July, about 1,000,000 bushels remained in St. Louis elevators because there were no facilities to move it, the railroad shopmen's strike having limited sharply the number of cars at the disposal of the shippers. It was later announced in the press that Mr. Goltra had com-

plied with the Government requirements and that the barges would be put to work at once. In fact one tow has left for the coal fields to bring coal to St. Louis, was reported.

Stocks of grain in St. Louis elevators July 31 were as follows: Public elevators, wheat, 794,499 bushels; corn, 185,280 bushels; oats, 157,028 bushels; rye, 5,638 bushels; private elevators, wheat, 10,616 bushels; corn, 3,546 bushels, and oats, 4,571 bushels.

TOLEDO

C. O. BARNHOUSE - CORRESPONDENT

EARL D. BLOOM, who was nominated for the office of lieutenant governor on the Democratic ticket at the Ohio primary August 8, is well known on the Toledo Produce Exchange, being vice-president of The Randolph Grain Company, of Toledo. Mr. Bloom resides at Bowling Green, where he is a prominent attorney. He served one term as lieutenant governor during Governor Cox's first term, but had the misfortune to be defeated when the governor was re-elected. His many friends here regardless of party affiliation wish him better success this fall.

Siva Bender, of Southworth & Co., accompanied the Toledo merchants on their northern Ohio trade trip last week. They had a special train with a band and visited all the county seats and important towns in northern Ohio territory contiguous to Toledo.

John L. Weiser, manager of the hay department of The Raymond P. Lipe Company, attended the National Hay convention at Cedar Point recently.

W. H. Morehouse & Co., one of the oldest grain and seed commission firms of the Toledo Produce Exchange, discontinued business August 1. This action was no surprise as it has been contemplated ever since the death of Frank W. Annin the principal stockholder a few months since. W. H. Annin and W. A. Brigham the surviving stockholders have not announced any plans for the future, but after taking a few weeks vacation will likely line up in the trade again.

Henry Hirsch, well known Toledo seed merchant, left a few days ago for an extended trip throughout the American and Canadian Northwest including the Pacific Coast. He expects to be absent several weeks and will cover the seed producing areas of Utah, Idaho and other western states on the homeward trip.

Charles Kruse, manager for J. S. Bache & Co., on the Exchange floor has resigned and expects to leave for California about the 15th of this month, making the trip via automobile, camping enroute and consuming six or eight weeks on the journey. Mrs. Kruse and their daughter will accompany him. Lemuel Ulrich, former manager for Lamson Bros. & Co., will succeed Mr. Kruse with Bache & Co.

Ralph G. Williams, manager for Lamson Bros. & Co., left August 12 for a motor vacation trip to South Dakota expecting to be gone about three weeks. Mrs. Williams accompanied him.

The National Milling Company recently completed a splendid office building at their milling plant corner Paine and Front Streets, East Side, and on August 1 moved their forces from the suite of rooms 20th floor Second National Bank Building to the new location. They have the advantage of much more room as well as that of being closer to the seat of operations, and both these features will contribute to increased efficiency in the operation of their plant. They still retain their desk on the trading floor of the Produce Exchange from which they will keep in touch with the grain market and handle their hedging operations.

Southworth & Co., shipped a 55,000-bushel cargo of wheat to Montreal a few days ago.

H. W. Applegate, of the Mennel Milling Company and the Fostoria Steel Elevator Company, has been admitted to membership in the Chicago Board of Trade.

Max Barkan, assistant to Secretary Gassaway of the Exchange resigned August 1 and left for New York City where he expects to make his future home.

A new factor in transportation has been added to the facilities of the Toledo grain market, a water route via Lake Erie and the New York State Barge Canal having been established recently. Three fleets have already been loaded with wheat at The East Side Iron Elevator by The Paddock-Hodge Company

for export. These fleets consist of a canal steamer and from two to four barges in tow and carry cargoes of 50,000 to 75,000 bushels. They are making satisfactory time and as the freight charges are somewhat less than all rail they promise to become a fixed feature of this port. They also carry package freight on their trips.

G. A. Hax, Baltimore, and Frank L. Lewi, New York, representing wheat exporting interests, visited Toledo following the Ohio Grain Dealers convention at Cedar Point, remaining a couple of days.

The following visitors were noted recently: Walter Beaven and J. E. Cairns, Chicago; Dan Leas, Waterloo, Ind.; W. C. Hayward, Indianapolis; H. P. Clouse, Milford, Ohio; and H. H. Deem, Bluffton, Ind.

The Board of Directors of The Toledo Produce Exchange, on August 9 recommended the following change in the commission rule in effect here, viz.: That Paragraph 2 of section "A" of Rule 28 be amended to read as follows: "On wheat the commission shall be 1 per cent except when 1 per cent amounts to less than 1 cent per bushel then 1 cent per bushel shall be the minimum charge." The above amendment will be submitted to a vote of the membership August 21.

INDIANAPOLIS

EARL BULLOCK - CORRESPONDENT

JUST at the present time the trade in Indianapolis is becoming very much interested in the proposed formation of what will be known as the Indianapolis Industrial Foundation, with a capitalization of more than \$1,000,000 which will be used to provide financial and advisory service to both old and new industries to the city. Some of the most prominent men in the trade here are backing the movement, which promises to be of vast assistance to the industrial life of the city. While not so important to the retail end of the trade, the fact remains that in order to further the cause the retailers are coming forward almost in a body with their moral support toward the formation of the organization. The Foundation will be sponsored by the Indianapolis Chamber of Commerce and will function through the Bureau of Industries. It is the intention of those behind the movement to create such a large reserve fund in the capital stock that industries may be aided financially at a nominal rate of interest when an investigation of the organization, its product and its market area show that by the aid of capital and some good sound advice the industry can keep its head above water. In this way the old industries of the city will be benefited as well as the new. One prominent man in the trade here said when talking of the wholehearted support the trade was giving the movement, that it was the intention to keep failures in Indianapolis down to a minimum. He said many failures were due to lack of financial assistance at the right time and also lack of proper co-operation on the part of other executives who might have the solution if they were appraised of the situation. It is planned to make the Foundation self sustaining.

Fire of undetermined origin recently damaged the plant of the Max Katz Bag Company, cloth bag manufacturers in Indianapolis. The damage to the building and stock is estimated at more than \$10,000. Flames were discovered in the rear section of the building. Shortly after the arrival of the fire fighting apparatus there was an explosion which broke the glass out of all the windows in the plant. Firemen said they found several coal oil lanterns in the front part of the second floor, a bucket containing about two gallons of coal oil and an enclosed bucket containing about one gallon of gasoline.

The Bachman Milling Company has been organized here with a capital stock of \$80,000 for the purpose of dealing in grains and cereals. The organizers of the company are Leland Carter, George Walden and Valentine Bachman.

A new grain elevator at Linwood, six miles north of Anderson, Ind., has been sold to a company of which P. E. Goodrich and Claude Barnes, of Winchester, and L. H. Biddinger, of Chesterfield, are the officers. The company also is operating an elevator at Chesterfield.

Bert A. Boyd, grain dealer of Indianapolis, has been elected president of the Soap Factory Gang. No! This does not mean that Bert is interested in a soap factory. It is doubtful if he ever saw the inside of one. The Soap Factory Gang is a little club that plays golf each year as the guests of George Ade, famous Hoosier novelist and short story writer, at Mr. Ade's home at Brook, Ind. The little organization was formed at an Indiana state tourna-

ment five years ago. It just recently held its summer frolic. Chick Evans, Jr., former national amateur champion and present holder of the Western Golf Association title, won the low gross with a 76 and was presented with a silver smoking set by the president. Chick has no use for a smoking set, and a case of "plug" would have been more to the point, but the prizes have already been purchased and he will have to trade it in on his favorite chawing. For three days the festivities continued. During that time the word "slumber" was torn from Ade's dictionary, thus members of the gang were not embarrassed. In parting, the president issued some cryptic remarks about as follows: "Well, George, holding out in one may be a joy, but it hasn't anything on this." Mr. Ade is wondering just what he meant.

Fire recently destroyed the grain elevator of R. Reising & Son, at Poseyville, Ind. The origin of the fire is not known. The elevator had a 20,000 bushel capacity and the loss is estimated at about \$25,000. Three thousand bushels of wheat and 300 bushels of rye were burned. The plant was covered by about \$8,000 insurance.

The Lemen Milling Company has been organized at Bedford, Ind., with a capital of \$50,000 for the purpose of owning and operating elevators. The organizers of the company are Harriett M. Lemen, W. Fairfax Morgan and Alice C. Morgan.

GRAIN NEWS FROM BOSTON

BY L. C. BREED

As the result of the strenuous efforts of the Chamber's Maritime Department, considerable improvement has been made in tonnage and value in export business. Among the recent clearances were the following: The Dutch steamer *Alcyone* for Rotterdam with a cargo of 285,000 bushels of corn; the Dutch steamer *Aludra* for Hamburg with a cargo of 315,000 bushels of corn; the Dutch steamer *Aluaki* for Rotterdam with a cargo comprised of 128,500 bushels of corn, 43,000 bushels of barley and 40,000 bushels of wheat. The last named steamer, it is said, loaded one of the largest grain cargoes ever taken from this port.

The steamer *Brandon*, which recently cleared for Chicago, is likely to prove to be the forerunner of a regular all-water service between here and the Great Lakes. The company which will conduct this service is the Rutland Lake Michigan Transit Company. It is expected that five steamers will be operated on this line.

President Frederic S. Snyder of the Chamber recently sent a telegram to President Harding in behalf of the members, as authorized by the Board of Directors, urging him to stand firmly against any attempt to settle the railroad and coal strikes except on the basis of justice to the loyal workers and the public. W. H. Chandler, traffic manager, sent out an appeal to shippers to stand by the decision of the Federal Labor Board. Mr. Chandler is also president of National Industrial Traffic League.

A communication was sent recently to the Senate Finance Committee by Charles M. Cox, of the Grain Board, in behalf of a group of hay dealers who protested against duties in excess of \$2 per ton for hay and 50 cents a ton on straw. It was claimed that our farmers cannot raise all the hay which is needed and it was to economic advantage of New England that supplies of all kinds of agricultural products should be procured at as low cost as possible. This communication, in full, was presented in Congress by Senator Walsh of Massachusetts. Senator Lodge differed from his colleague, feeling that the duties adopted of \$4 a ton on hay and \$1.50 on straw, would give increased and necessary protection to New England producers of hay, which he said was one of the few valuable and one of the most important crops of this section of the country. The area in Maine employed in growing hay, he stated, is 1,668,000 acres and the production is 1,191,000 tons; in Massachusetts the area is 436,000 acres and 610,000 tons were produced; in New Hampshire 450,000 acres produced 540,000 tons; in Vermont 910,000 acres produced 1,320,000 tons; in Connecticut 355,000 acres produced 460,000 tons; in Rhode Island 46,000 acres produced 51,000 tons.

In an interview with one of the veteran hay men, he stated that in view of the extensive production of domestic hay, it does not materially signify what the duty may be on Canadian hay because not much of it will come in anyway. In case of what does come in, the Canadian shipper will as heretofore, have to stand the duty.

The Eastern States Farmers' Exchange Feed Pool is the name of an organization formed about two weeks ago. Howard W. Selby, manager Eastern States Farmers' Exchange at Springfield, Mass., claims that the "Pool" has, up to the present time, received orders from farmers for 7,500 tons of dairy feed. He is said to expect this will be increased to 20,000 before the closing date, August 31. The co-operation of various organizations such as farm bureaus and co-operative societies has been secured. Another feature

is the open formula idea which enables the purchaser of the feed to know exactly the ingredients of his dairy ration, the feed being tagged. It is claimed that the rations have been formulated by the leading New England feed experts. In order to negotiate the finances of this undertaking, the co-operation of country and city bankers has been secured and a syndicate of approximately \$1,000,000 is being formed to finance the purchase of the raw feeds which are required in the manufacture of the dairy rations.

NEWS FROM NORTHERN OHIO

BY T. J. CUNNINGHAM

John A. Sutton, of the Hancock County Experiment Station, reports that Hancock County's wheat crop for 1922 will be below the normal yield per acre. However, the first load of new wheat brought to the elevator at Hancock, Ohio, was from a field showing a yield of 21½ bushels to the acre.

A film depicting the life history of the chinch bug and methods of laying barriers to prevent the bugs migrating to corn fields was witnessed by large numbers of farmers when the film was shown in Oak Harbor, Elmore, Gypsum and Genoa.

Ohio farmers still hold almost 2,000,000 bushels of last year's crop of wheat, and the present crop is now forecast at 40,260,000 bushels. Oats crop condition estimated at 77 per cent of a normal year's crop, according to C. J. West, state-Federal statistician.

Lake vessels have been obtaining fuel at upper lake ports at 50 cents per ton cheaper than it can be purchased at lower lake fueling points. Fuel for boats is now becoming very scarce and some boats have had to call at several ports before they could get sufficient fuel to carry them down the lakes.

Quite a number of co-operative elevator companies are experiencing difficulty in obtaining funds for operating purposes. Their losses have been so large that their stockholders are reluctant to buy any more stock, so that the task of getting money with which to buy grain becomes greater every day.

The Ohio and Federal Departments of Agriculture are keeping close watch on the corn borer situation in Ohio counties bordering Lake Erie. So far this year but few moths have been discovered. It was well along to midsummer last year before traces of the borer were discovered. By fall, however, borers were found in every county bordering the lake.

On July 17, L. A. Dellinger, of the firm of Dellinger & Sons' Co., Bloomville hay dealers, had an exciting experience when with two other companions he was caught in a squall off Kelly's Island, Lake Erie, and was obliged to cling to an overturned rowboat for hours before being rescued.

The loss to Seneca County's corn crop through invasion by chinch bugs will probably not be as heavy as was first anticipated, according to County Farm Agent, George O. Reed.

Grain separators, which may be operated by 15-horsepower tractors, were delivered to St. Mary district Grangers. Each outfit has a capacity of 400 bushels of wheat a day, and is expected to be used on two farms.

To improve the quality of the wheat and get the maximum amount of flour out of the grain, Ohio millers are co-operating with farmers and are offering premiums and prizes for wheats of superior milling quality, according to a bulletin issued by the Ohio Farm Bureau Federation.

At Norwalk, Harry D. Smith asks court to appoint a receiver for North Fairfield Elevator Company, which is a farmers' co-operative concern.

Only one cargo of coal was taken out of Sandusky, July 21. This was loaded in the freighter *Payne* and was for Duluth. Other boats intending to take cargoes were able only to get fuel enough to take them to Duluth. Lima factories have supplies for less than a month's operation and no shipments are being received. The situation at Fremont is also very acute.

The first wheat of this year's harvest to be milled at Tiffin was brought to the Loudenslager Flour Mill, July 15. It graded No. 2 and was of the Trumbull variety.

A. A. Olson, county agent of the Crawford County Farm Bureau for the past four and a half years, has resigned to accept a similar position in Warren County, September 1.

Dealers at Oak Harbor say that only 15 per cent of domestic consumers there have been supplied with coal. Many were waiting for prices to drop when the strike developed, and they are now unable to buy their winter's supply. What coal the dealers have

on hand is being used for threshing purposes, and it is doubtful if there will be enough to supply this demand.

The Seneca Stock Food Company's plant here was damaged by fire, Friday, July 28, to the extent of \$1,000.

Pugh & Adams are a new hay and grain concern at Prairie Depot.

Findlay elevators report Hancock County wheat moving rapidly to market.

A Hessian fly count in 30 counties has just been completed by entomologists of the State Experiment Station, the Ohio State University and the State Department of Agriculture, and they report the fly all but eliminated by late sowing in southern Ohio, but say that northern counties still have work to do along this line.

Agricultural Agent G. K. Rule, states that dealers in Van Wert County have sold to farmers 14,337 gallons of tar, enough to make 45 miles of chinch bug barrier which is effectually protecting the corn. More than 100 Van Wert County corn fields have been saved in this way from serious injury.

On the night of July 30 Sandusky had a very serious water-front fire, the Baltimore & Ohio Railroad freight house and 15 cars being burned. The large Rosenbaum grain elevators were saved by the firemen after a hard battle. Boats docked in the vicinity also caught fire, but were saved by the firemen.

L. E. Thatcher, assistant agronomist at the Ohio Agricultural Experiment station, recommends summer seeding of Alfalfa, Clover and other grasses.

The largest yield of wheat reported so far in Marion County was from a field of Trumbull wheat averaging 35 bushels to the acre.

Prof. T. H. Sonnedecker, Government observer at Tiffin, in a weather report compiled for the month of July, reports that month as being cooler and damper than normal. The month fell 1.2 degrees below the average for a 37 year period. July 5 was the coldest July day in that period, the mercury falling to 43 degrees. The rainfall for the month was 1.12 inches more than the July average for 37 years. Despite heavy rainfall and sub-normal temperature, July had 21 clear days.

St. Marys reports 74 bushels of Clover seed threshed off nine acres in Salem Township.

Erie County claims unusually heavy yields of wheat and oats.

In the vicinity of Tiffin the wheat threshing in the fields is just about completed, but in quite a stretch of territory immediately southwest of Findlay there is much wheat still in the fields to be threshed. In this latter territory, a strip about a mile wide suffered from a disastrous hail-storm which completely destroyed the corn fields, cutting them down to a mere stubble. The wheat standing in shocks in the path of this storm appeared to be badly shaken out, also. Wheat is not coming to market quite so freely at present, the farmers being disposed to sell only when the dealer is able to pay them a dollar for their wheat. The quality, as a rule, is good, but big yields are rather the exception. The average yield in this territory may run somewhere between 12 and 15 bushels to the acre. More farmers' wheat has gone into store in country elevators on this crop than has been the case for several years. In many localities, the proportion is about 50 per cent.

Corn throughout this section has had plenty of rain and is looking better every day. With warm, dry weather during the balance of this month, we should easily have a good crop of corn here. There is, of course, some late-planted corn which will not have time to mature; but the amount of this is going to be considerably less than had been anticipated a week or two ago.

The oats crop here will not average up very good, some of the oats being extremely light in weight as well as in yield. Some of the early sown oats have yielded as high as 50 bushels to the acre, and from that the yield has ranged all the way down to 9 bushels to the acre. These oats have tested from 32 pounds down as low as 22 pounds to the bushel. This territory has not had an oats crop for two years, and farmers, therefore, are not disposed to sell them very freely.

The Alsike crop throughout this district has been disappointing both in yield and quality. The yield has run all the way from one to four bushels to the acre.

The Red Clover crop gives promise at the moment, of being an unusually good one. The acreage is very large and the fields a mass of bloom. Fields examined showed the heads to be well filled. Apparently all that is needed is plenty of dry weather to assure a big crop, something that has been lacking here for several years.

Timothy seed threshed, so far, is of excellent qual-

ity, but enough has not been harvested yet to give a definite idea as to yield. Most of the Timothy to be threshed here is from fields where the Timothy became too ripe for the farmers to make it into hay, otherwise the acreage here would have been very short.

The car situation throughout this territory is very bad just now, some houses being shut down with all bins full and unable to move the grain until empty cars are placed for them.

The elevator at Rawson, Ohio, formerly known as the Rawson Mills, Russell Ritter, proprietor, has been purchased by C. L. Parker, and the grain department will be operated by The Sneath-Cunningham Company, Tiffin, Ohio.

On the afternoon of July 31, heavy hail and rain storms did serious damage to crops in this territory; 500 panes of glass were shattered in one greenhouse in Findlay and many fields of corn in that vicinity were ruined as a result of big hail stones. The streets of Marion and Upper Sandusky were flooded and some of the cellars in Marion's business district were filled with water, due to the heavy downpour of rain.

GRADE DISCOUNTS IN THE NORTHWEST

The discounts on grades, generally imposed in the Pacific Northwest are as follows:

Smutter wheat, $\frac{1}{2}$ to 3 per cent, inclusive, 45 cents per ton, bulk, 75 cents sacked; $\frac{3}{4}$ to 7 per cent, inclusive, 70 cents bulk and \$1 sacked; $7\frac{1}{2}$ to 15 per cent, 95 cents bulk and \$1.25 sacked.

Wheat grading below No. 1 on account of inseparable foreign material, damaged kernels or other than cereal grains; No. 2, 3 cents per bushel; No. 3, 4 cents; No. 4, 6 cents; No. 5, applicable on contracts at buyers' option only, but if accepted on contract, 10 cents discount per bushel.

Wheat grading below No. 1 or account of excess moisture: No. 2, 2 cents a bushel; No. 3, 4 cents; No. 4, 10 cents, optional; No. 5, at buyers' option only, but if taken on contract, 10 cents per bushel; musty or damaged wheat to be settled for on sample.

Treated wheat not delivered on contract except at option of buyer.

All trading shall be on a basis of sacked wheat with a differential of 4 cents a bushel between bulk and sacked wheat; resacking charge of 8 cents per bag; bad order sacks, 4 cents a bag, based on the price of bags and differential to change with the price of bags.

All receivers shall make a charge of 7 per cent on drafts up to and including three days after arrival

of cars on tracks at designated terminals; interest at 7 per cent to be allowed on balance after 20 days from time of arrival of cars at designated terminals, provided interest shall cease upon date of unloading.

Dark Northern Spring and Dark Hard Winter grading No. 2 on account admixture, discounted 2 cents per bushel; grading No. 3, 4 cents.

Hard Red Spring and Hard Red Winter grading No. 1, containing over 10 per cent and not more than 15 per cent of other classes, discounted 6 cents per bushel; more than 15 per cent, not deliverable on contract.

Hard Red Winter containing over 10 per cent and not more than 15 of Dark Northern Spring, 3 cents per bushel; 15 to 25 per cent, 5 cents; more than 25 per cent, not deliverable on contract.

In case Hard Red Spring predominates in the mixture with Hard Red Winter, as above, discounts shall be the same.

Hard White (Bluestem or Bart) grading No. 2 on account admixture discounted 2 cents per bushel; containing 10 per cent and not more than 15 per cent of Western White, 4 cents; over 15 per cent and not more than 25, 6 cents; over 25, not deliverable on contract; containing over 10 per cent and not more than 15 per cent Dark Northern Spring and Dark Hard Winter, 4 cents; containing over 10 per cent and not more than 15 Hard Winter and Northern Spring, 8 cents; over 10 per cent and not more than 15 per cent, Yellow Hard Winter, Red Spring, Red Winter and Western Red, 8 cents; more than 15 per cent of Red Hard Winter, Hard Red Spring, Red Winter or Western Red, not deliverable on contract.

Northern Spring and Hard Winter grading No. 2, account admixture of White or Red, 2 cents; grading No. 3, account White, 4 cents; containing more than 10 per cent of wheat or other classes, not deliverable on contract; Northern Spring grading No. 2, account admixture Hard Winter, 3 cents and vice versa; sub-classes Northern Spring and Hard Winter grading mixed not deliverable on contract.

Red Spring and Yellow Hard Winter grading No. 2, account admixture White or Red, 2 cents a bushel; grading No. 3, same reason, 4 cents; all containing more than 10 per cent wheat of other classes not deliverable on contract.

Red Winter and Western Red grading No. 2, account admixture of other Red, not discounted; grading No. 2, account admixture White, discounted 1 cent; containing more than 10 per cent wheat other classes, not deliverable on contract.

Soft White and Western White grading No. 2, account admixture of Red, discounted 2 cents; containing more than 10 per cent other classes, not deliverable on contract.

Mixed wheat grading below No. 1 on account light weight shall be discounted for mixture in addition to regular discount for test weight.

which it did after making the report on further hearing opinion No. 7761, 69 I. C. C. 562-72, written by Commissioner Aitchison, meant to enable the carriers to adjust rates in the state of Illinois, and in part of Illinois territory, in accordance with the ideas they have given the Commission, without the necessity for an order, in the main case, suspending the maintenance part of the order in so far as it pertains to the particular situation in hand. The various supplemental orders dated in December, 1921, and January and February, 1922, were made necessary by the rigidity of the maintenance part of the order dated November 21, 1921. Were that part of the order to remain in effect a supplemental order suspending it would have been necessary to permit the carriers to deal with dozens, if not hundreds, of local rate quirks.

CAR SURPLUS AND SHORTAGE

With a steady decrease in surplus cars and an increase in the average daily shortage, car service division officials of the American Railway Association were looking forward this week to the surplus being heavily reduced in the near future. The average daily surplus of freight cars in good order in the period July 15-23 was 203,322 as against 233,029 in the preceding period, while the shortage jumped to 15,366 cars as against 6,097 in the preceding period. The surplus of coal cars dropped from 151,727 cars in the period July 8-15 to 141,430 cars in the period July 15-23.

BARGE LINE RATES

The adverse report made by Examiner J. Edgar Smith of the Interstate Commerce Commission on the petition of the Mississippi-Warrior barge line for the extension of joint rates, has brought the following protest from officials of the barge line:

The tenor of the tentative report indicates that the examiner was of the opinion that the whole effect of granting the prayer of the complaint would be to deplete the earnings of the rail carriers in order to afford the barge line additional traffic. Apparently he thinks there is a vested right in the carriers to retain all the earnings which they receive in the way of divisions from their present traffic and also a vested right to retain the traffic which the barge line would receive if joint differential rates were established. The vice in this contention of the case is that it assumes (a) that present divisions of the all-rail rate are just and equitable as between the rail-carriers; (b) that the combination of rates of the rail carrier and the separately established rates of the barge line, are just and reasonable; and, (c) that the barge line is not entitled to participate in joint through rates, if the effect will be to either lessen the revenues or the traffic of the rail lines. If the examiner's report is approved it means not only that the Mississippi and Warrior River will not be open to the free and unrestricted use of all those who desire to avail themselves of them, but that their use shall be limited to those who now have joint through rates. Indeed, carrying out the tentative opinion to its logical conclusions, all joint rail-and-water rates should be cancelled, as there is no greater justification for the through rates now in effect than for those which are sought in this proceeding. If Pittsburgh cannot ship via the Mississippi River the steel which it produces, then Steubenville and Youngstown are not entitled to the through routes and joint rates via the barge line which they now have. If Birmingham is not entitled to ship coal on a joint through rate over the through route, using the barge line on the Warrior River, then Sipsey is not entitled to the through route and joint rate on coal via the Warrior River. If Beaumont rice cannot move via the Mississippi River from New Orleans to Chicago, then Lake Charles rice should be denied the right to use the river. The basis for the recommendation in this case that the complaint be dismissed would apply alike to all the joint rates which are now in effect via the barge line, if the question of their lawfulness was presented to the examiner for decision.

DUST EXPLOSIONS

After an investigation of dust explosions in cereal and other industrial plants covering a period of nine years, and of coal dust explosions for a somewhat longer time, David J. Price, engineer in charge, Dust Explosion Investigations, Bureau of Chemistry, U. S. Department of Agriculture, and Dr. Harold H. Brown, also of the Bureau of Chemistry, have prepared an interesting volume covering the whole field of their investigations. The book is a well bound volume of about 250 pages, published by the National Fire Protection Association of Boston, by permission of the Department of Agriculture. The book is richly illustrated from photographs and drawings and includes all the knowledge that has been gained to date bearing upon this important subject.

After surveying the nature and theory of dust explosions and the method of their study, the principal causes are outlined with a comprehensive description of how to eliminate them. These causes are discussed in order, as follows:

1. Smoking and carrying matches in plants; 2. Use of open flames and lights; 3. Small-scale fires; 4. Electrical causes; 5. Sparks; 6. Static Electrical Discharge; 7. Choke-ups and friction.

Important chapters also are Prevention of Control of Explosive Mixtures, and Dust Collection and Removal. Every grain dealer and miller can derive many suggestions from these chapters which will go far in the protection of their plants. In fact the entire volume is a most important contribution and should be in the library of every grain dealer and miller in the country.

TRANSPORTATION

FREIGHT MOVEMENT

Car loading the week ended July 22—the third week of the railway shopmen's strike—exceeded that of the preceding week when a record was established in the total loading of all commodities, exclusive of coal. The total in the week ended July 22 was 861,124 cars as compared with 860,907 cars in the preceding week, and 788,034 and 928,418 cars, in the corresponding weeks of 1921 and 1920, respectively.

Coal loading dropped from 77,334 cars to 76,060 cars, as compared with the preceding week. Grain and grain products jumped from 48,911 to 57,566 cars. There were decreases in the loading of live stock, ore and merchandise, L. C. L., and in increases in the loading of coke, forest products and miscellaneous.

TRANSCONTINENTAL GRAIN RATES

In a report on I. and S. No. 1519 and I. and S. No. 1519 (No. 2), routing on transcontinental grain and grain products (mimeographed without opinion or page numbers), says the *Traffic World*, the Commission held the proposed restricted application of commodity rates on grain and grain products, from points in Kansas, Nebraska and eastern Colorado to north Pacific Coast and California terminals and to intermediate points, carried in tariffs that were to have become effective April, June and July, had not been justified. The schedules condemned by the finding were suspended until September 29 and October 29. Those suspended until the later date were to have become effective in June and July. Both sets of schedules, however, were aimed at the elimination of backhauling privileges deemed by the railroads too serious to be overlooked.

The condemnation was without prejudice to the filing of schedules limiting the restrictions to an area less extended than proposed in the tariffs un-

der suspension. The finding is without prejudice to the publication of schedules limiting the eastward movement of grain from Kansas and Nebraska, intended for the Pacific Coast, to Missouri River elevators, to 150 miles.

At present the rates are without limit. Grain may be drawn from transcontinental groups F and G eastward to Missouri River markets, for conditioning, and then sent west, at the rates applicable from the points of origin, notwithstanding the haul eastward, in many instances as much as 400 miles, and then westward, sometimes over the rails of the carrier having the initial haul, and sometimes over those of other carriers, parties to Countiss' I. C. C. No. 1089.

ILLINOIS RATES

The Interstate Commerce Commission has suspended its original order in the western grain case and the supplements thereto, until its further order. This was done to enable carriers to align their rates within Illinois territory in accordance with the spirit of the original order and in accordance with the spirit of its decision in reduced rates, 1922, without coming to the Commission in each particular situation for a suspension of the maintenance part of the order of November 21, 1921.

The suspension permits carriers to treat that part of Illinois west of the Illinois River as part of the eastern group for the purpose of making rates within it, but requires them, for the purpose of applying rates from other parts of the western district, to apply the rule in that case to cut rates 17.5 per cent. As to rates from one part of Illinois to the other, rates are to be made on a compromise basis sufficient to avoid sharp breaks at the dividing line.

The Commission, in suspending its orders, dated November 21, 1921, December 21, 1921, December 23, 1921, January 25, 1921, and February 27, 1922,

ASSOCIATIONS

ILLINOIS-WISCONSIN FEED DEALERS MEET

The Illinois-Wisconsin Millers and Feed Dealers Association was held at Madison, Wis., on July 31. President A. A. Nowak of Juneau, Wis., conducted the meeting which was held in the assembly chamber of the State Capitol.

The morning session was taken up with the address of the president and the report of Secretary Otto Timm. In the afternoon addresses were made by A. J. Cramer of Madison; William A. Foster of Elkhorn, Wis.; Dr. W. H. Strowd of Madison.

The officers elected were as follows: President, A. A. Nowak, Juneau; vice-president, C. G. Hooker, Wausau, Wis.; secretary-treasurer, Otto W. Timm, Plymouth, Wis.

TEXAS ADOPTS CODE WORD

Secretary H. B. Dorsey of the Texas Grain Dealers Association recently sent out the following:

"Mr. Fred Honea of the Morten Milling Company of Dallas, has referred the following, which I consider a very valuable suggestion:

Permit me to make a suggestion to you to incorporate in your next circular letter. All members of your Association use the Robinson Code Book, and sell lots of wheat delivered Texas common points. When you send out your circular, suggest to the grain dealers that they use the code word "Monastery" to mean delivered Texas common points. You could suggest that they all write this in their code book, and we believe it will be thoroughly understood if you do it, as nearly everybody reads your circulars.

"You understand that heretofore Mr. Robinson, who publishes the Robinson's Code Book, has made amendments and in same has given words, leaving blank space for filling in of any code word which might be adopted. It seems to me Mr. Honea's suggestion, if adopted, would be very valuable to our members, inasmuch as it would reduce words materially, explaining Texas common points."

CONFERENCE OF FEED DEALERS

A conference of feed dealers, manufacturers, farmers and college representatives was held at the Connecticut Agricultural College at Storrs, Conn., on July 20-21. The meeting was one of the best of its kind ever held as there was a frank expression of opinion on all sides and a better understanding of all elements of the trade.

Among the speakers were R. W. Manchester of Storrs; Paul Mehl of Storrs; Howard W. Selby, general manager of the Eastern States Farmers Exchange; W. E. Cottenden of New Haven; G. C. White of Storrs; A. R. Merrill of Storrs; J. A. Simms of the College; L. F. Brown, secretary of the Feed Manufacturers Association; Robert Chapin of Chicago; Charles Staff of Detroit.

A committee was appointed to arrange for a similar meeting next year.

Paul Mehl gave some excellent advice in his address which can be studied to advantage by feed dealers everywhere:

The retailers who are asking a margin of 35 cents to 40 cents per bag on feed costing them \$2 are demanding a toll which is as great as the average retail grocers are taking who are dealing in more perishable goods and also give free delivery.

Our co-operative buying associations are handling feed at \$1 to \$2 per ton, or 5 cents to 10 cents per bag. Deducting this amount from 35 cents to 40 cents leaves about 25 cents to 30 cents which is too high a cost for our farmers to pay the retailer for the service rendered in maintaining a stock of goods on hand and for the extension of credit. Delivery is usually an extra charge so I have not included it. Mind you I am not saying these dealers are getting wealthy or are profiteering but I do wish to emphasize that they ought to find some way to reduce their handling charges. If they do not, then they should not complain if the producers practice co-operative buying and thereby injure their business.

If you are interested in preventing co-operative buying organizations from coming into existence you must conduct your business in such a manner that the farmer can afford to deal with you. We have a number of retailers in the state who are handling feeds at a low cost and the farmers are evidently satisfied to do business with them. We wished this could be said of all of our retailers.

With respect to the farmers I would suggest that our retailers change their sales policies. First, make it advantageous to the farmer to pay cash instead of requiring him to pay for credit when he does not want it. Second, give the farmers who combine their orders, place them in advance and take the feed at the car door, the benefit of a lower handling cost. Third, where they do not ask for delivery do not require them to pay for it by charging one price whether the goods are delivered or not.

In closing I wish to say first, know your costs of doing business, by keeping accurate and sufficient accounting records. Second, make an analysis of your accounting records from time to time, rising your managerial policies whenever necessary and beneficial to all concerned. Third, know the goods you sell and how they should be used. Fourth, keep informed through your trade association and otherwise as to how your costs of doing business compare with other dealers as well as to what changes are taking place

in related industries and business in general. Fifth, keep your customers' interest in mind as well as your own. Sixth, avoid making mistakes upon which co-operative associations can be built and you need not worry about them.

FEED DEALERS IN JAMESTOWN CONVENTION

Resolutions protesting against the use of government and state funds for the promotion of co-operative grain and feed selling agencies which aim to eliminate the retail feed dealers were adopted at the annual convention of the Mutual Millers & Feed Dealers Association of Western New York and Pennsylvania, held in Jamestown, July 20-21. About 250 retail grain and feed dealers attended the sessions of the convention in the Business College Auditorium.

Problems facing small grain and feed dealers were discussed at the convention and it was declared that the growing tendency toward co-operating buying and selling agencies on the part of farmers is one of the greatest menaces facing retailers.



SECRETARY D. B. BROWN

It was pointed out in one resolution adopted by the Association that the policies of these organizations to eliminate the retail merchant of the country is both impractical from an economic viewpoint and un-American in its tendencies.

That the retail merchant has been a vital factor in building up the commercial progress of the nation, that he is a vital link in the distribution of the necessities and luxuries of life; that he is in a position to render a more practical service to his customers than can be hoped to be rendered by a co-operative selling and purchasing organization; that he is one of the elements that has built trade centers and communities upon which to a great extent land values and business progress are dependent; that a retail grain and feed store is as essential to an agricultural community as a local bank.

That this Association is strongly opposed to the use of the funds of the state and national Governments, which are raised by general taxation, for the promotion of the interests or the advancement of the policies of these co-operative movements, which have at heart the crushing of retail merchants.

That this Association strongly urges that in the event these co-operative agencies are to enter the fields of business activity, they be required to conform their legal and ethical provisions as are established by other business men and corporations, and that no legislation should be proposed or enacted which might discriminate to their advantage as against the interests of other business men or organizations.

Austin W. Carpenter, advertising manager of the Larowe Milling Company of Detroit, spoke on, "What's Ahead in the Feed Business." Mr. Carpenter's address appears on another page.

Assemblyman L. G. Kirkland of Randolph spoke on rural credits. He declared there are three classes of farmers, one being the man who pays promptly, the second is the young man just starting and who really needs credit and the third the farmer who is always going to have money coming, but who never gets around to pay up his bills. Mr. Kirkland was of the opinion that the retail feed dealer, in justice to the farmer, cannot get away from the credit

basis. He cited the Grange League Federated Exchange, which started off on a cash basis. He said that if this agency, with all its enthusiasm now extends credit when it started on a cash basis, he said retail feed dealers must take this into consideration inasmuch as the Grange League Federation is a competitor in the field.

The Association adopted a resolution on strikes in which it said that it favors speedy and permanent adjustment of labor difficulties and the maintenance of law and order. The resolution says:

That this Association clearly observes in the present labor situation culminating as it has in a series of strikes and walkouts a serious menace to all lines of industry and the general prosperity of the nation, and through the certain railroad employees and miners a condition that strikes at the very heart of the agricultural industry with which the members of this organization are so closely allied.

That accordingly this Association desires to go on record in favor of the speedy adjustment of these labor disputes, with adjustment made upon a foundation of a square deal for both employees and employers and a full realization of the responsibilities of each of these classes to the public as a whole.

That this Association stands solidly with our Government administration in its efforts to bring about an immediate, full and complete adjustment of these labor differences, and particularly its avowed policy of insistence that law and order be observed and life and property fully protected, and that every citizen individually and collectively be held to strict accountability to the responsibility which citizenship in the United States places upon us.

R. W. Chapin of Chicago who made a bitter attack upon co-operative leagues for buying, scored college professors who endorse certain sorts of grain as the ideal cattle stock feed. He declared that no professor in a state college in New York State has the right to endorse any certain grain as the ideal ration for cattle. He said the average college professor is the "most gullible man I know of."

Roy B. Mulkie of Union City, Pa., vice-president of the Association, was unanimously elected president to succeed James H. Gray, of Springville, N. Y. Other officers chosen by the Association include: John M. Thiel of North Collins, N. Y., vice-president; D. A. Brown, of Randolph, secretary-treasurer, succeeding E. C. Kessler of Jamestown. Those on the Executive Committee are, W. E. Briggs of Waterford, Pa.; Fred B. Lewis, of Falconer, N. Y.; L. L. Warner of Niobe, N. Y.; M. L. Waldorf, of Olean. Mr. Waldorf also was elected committeeman to serve with the Eastern Federation. The selection of the next convention city was left with the Executive Committee.

NEW YORK DEALERS TO MEET

In announcing the coming annual convention of the New York State Hay & Grain Dealers Association, Fred M. Williams of the Membership Committee, says:

The seventeenth annual meeting of this Association will be held at the Onondaga Hotel, Syracuse, N. Y., August 24 and 25, 1922.

It is the desire of the officers to make this the most satisfactory meeting in the history of the Association. This result can be attained only through a record attendance insuring the hearty co-operation of the members.

Unsatisfactory business conditions and the light crop of hay in this and adjoining states in 1921 has been a serious handicap to the hay and grain shipping business. The changed conditions in the East during the past year, without doubt, have had their effect on Association affairs the same as practically everything else.

The situation from a hay and grain crop standpoint has again reversed itself this year. The Eastern States and Canada will have an abundance of hay and grain for farm and market feeding, which means, with the beginning of the 1922 crop movement, the hay and grain business of the Eastern States will be back to where it was in 1920. There will be no necessity during the coming year to go to the Middle West for hay.

With the prospect of a return to better conditions for the eastern and Canadian producer and shipper, the convention will offer an excellent opportunity to get together with the receivers of the principal markets in anticipation of a return to normal or better business. During the past two years of business depression serious problems have been created for the men engaged in the hay business. Team work is needed to meet these problems and, without a full appreciation of the situation with constructive effort on the part of all concerned to solve these difficulties, we cannot hope to bring about, or arrive at, a return to our former satisfactory conditions.

The determined efforts of the advocates of motor haulage to control the local transportation situation, together with the curtailment of business in general, has been the principal factor in the falling off of the demand for hay, particularly city consumption. This combination of circumstances has brought about a marketing condition which is far from healthy from a general business standpoint. An intelligent understanding on the part of both shipper and receiver is necessary to bring about a proper adjustment to these new conditions.

The yearly gathering of this Association offers the best opportunity that can be had for hay men to meet and discuss their problems and to seek a solution of the difficulties confronting this business. Socially, an opportunity is presented through the medium of the Annual Banquet and the various social events offered by the Entertainment Committee for two days of pleasure relaxation for members.

The banquets of the Association are without doubt the finest enjoyed by an organization in this state. The excellent menu provided, together with a program of exceptional entertainment and interest, insures a well spent enjoyable evening.

The Ladies' Committee of the convention has again arranged special features of entertainment for the families and friends of the members. It is hoped that the increasing interest shown of recent years by the families of the hay dealers in attending this yearly gathering will be continued this year, and that we may have another large family reunion.

Transportation will again be featured and prom-

NEW ORLEANS
THERE'LL BE A HOT TIME AT
NEW ORLEANS

inent representatives of the Traffic Departments of the following railroads will be present: New York Central, Ontario & Western, Erie, Delaware & Hudson, Buffalo, Rochester & Pittsburgh, Delaware, Lackawanna & Western, Lehigh Valley, Pennsylvania, Philadelphia & Reading, Central Railroad of New Jersey, New York, New Haven & Hartford, Rutland, Long Island, Maine Central, Baltimore & Ohio, Central Vermont, Boston & Maine, Grand Trunk, Canadian Pacific, Boston Albany, Pittsburgh, Lake Erie & Western, Lehigh & Hudson, Atlantic Coast Lines, Norfolk & Western.

The members of this Association have in their keeping the production, shipping and marketing of the farm products of practically the greatest agricultural State in the Union. The Eastern and Southern States all look to New York State for their food supply, animal and human. We are, therefore, expected to discharge our duty to these States with intelligence and fairness. To do this, the Convention offers us an opportunity for receiving the information, facts, statistics and the discussion necessary to the proper conduct of our business for the coming year. Your attendance at this Convention is solicited and required.

SECRETARY RILEY SPEAKS HIS MIND

Secretary Charles B. Riley of the Indiana Grain Dealers Association, discussing the price paid by mills for wheat, recently said:

Every harvest brings its troubles and not infrequently they grow out of the competition between local mills and elevators, as in the absence of the recognition of mutual interests the miller frequently pays a price for wheat that makes it prohibitive for the shipper.

All millers are entitled to the same basis of profit on grain handled as elevator men are entitled to, then they are entitled to the further profit for manufacturing it into mill products so if they wish to abandon the first profit and rely upon the manufacturer's profit alone they can make it very difficult for grain shippers generally, for the high prices paid producers are heralded throughout the whole territory, even 40 miles around.

Now, one reason many millers insist on paying the higher price is because they have no interest in the success of elevator people. Human nature is pretty much the same in all classes of men and the miller being able to make the manufacturers' profit is in position to make it uncomfortable for shippers who must go into a world competitive market.

If all the elevator operators in this state would give all or the greater part of their trade in mill products to local and other Indiana mills, they would do much to create and maintain the co-operative spirit and the principle of "live and let live." To be frank, why should the miller sacrifice anything to the elevator man who refuses to handle his product, but rather buys flour and other mill products from beyond the state lines? Would elevator men feel like sacrificing a share of their profits to the miller without any compensation for co-operation or otherwise? We have occupied the position of both the grain dealer and the miller in days past and realize how anxious both are to keep going on a fair basis of profit. We also realize how millers desire the local or domestic sale of their products and how they naturally feel like resenting the activities of the local grain men in bringing in flour from other states, then come to the miller and ask him to protect the grain shippers in maintaining prices on a shipping basis. If every grain dealer would do his utmost to help build up the market for flour and other mill products produced in his community or the state even, the miller would be responsive to such fair treatment, but when the grain dealer ships in car lots or other lots of mill products produced many hundred miles away, then expects the local or Indiana millers to go along with him in purchase price, he is expecting more than conforms to human nature. Live and let live, get all the resentment and spirit of punishment out of your system and do unto others as you would have them do unto you.

Many grain dealers have vigorously resented the activities of the Grain Growers, Inc., on the theory that there was no profit but trouble only to come to the farmer and incidentally to the regular dealers who have their money invested in facilities designed to and with which they have given the producer good, efficient and economical service by the substitution of that questionable method of handling grain. The miller has a right to complain of the grain dealers who fail or refuse to co-operate with him in the use of his products. "Oh! consistency thou art a jewel," and we sometimes feel there is a dirth of such jewels among many business men.

Let us renew the suggestion that grain dealers should go a long way to avert trouble that is too frequently inspired by independence, greed or lack of the common sense way of doing business.

This lecture will not fit every man and not applicable to every community, but it is none the less potent in many instances and grain dealers who nourish and foster the unfriendly attitude by their negligence or other means are to be adjudged as dead and not alive to their duty, interest or opportunity. Try it and let us see the result. Men are in the grain business for service and profit, not to gratify or furnish themselves with facilities and opportunities for striking at others. Such practices are unworthy, unprofitable and unjustified.

GRAIN FROM SIOUX CITY

In its decision on I. and S. No. 1509, proportional rates on grain and products from Sioux City to destinations in Louisiana and Texas, opinion No. 7695, 69 I. C. C. 203-6, the Commission definitely placed Sioux City in the list of Missouri River markets, entitled, as a primary market, to as favorable a rate adjustment as Omaha and Kansas City, but no advantages over them. It held the carriers had not justified their proposal to give Sioux City proportional rates on grain and grain products, 5 cents higher than those from Omaha. The Kansas City Board of Trade protested and brought about the suspension, because the disadvantage to Kansas City, according to the protestant's contention, would have been just as great as that of Omaha. The proportionals would have applied to points in Louisiana on the Kansas City Southern, Louisiana & Arkansas and the St. Louis Southwestern, and in Texas on the Texarkana & Fort Smith and the St. Louis Southwestern of Texas.

The question of rates from Sioux City in relation

to those from Omaha and Kansas City grew out of war-time adjustments, one result of which was to cause rates of grain from north of Kansas City to break at Omaha instead Kansas City.

Transfer of the rate-breaking point from Omaha to Sioux City, the Commission said, would be to give the dealer at the rate-breaking point, a distinct advantage.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for July:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	3,227,353	4,874,675	2,004,703
Corn, bus..	1,983,663	272,648	2,360,407
Oats, bus..	143,849	38,174	290,956
Barley, bus..	68,442	66,542	119,600
Rye, bus..	980,384	1,037,742	1,224,846
Malt, bus..	92,090	5,833	67,193
Millfeed, tons	1,455	1,715	.....
Hay, tons..	982	795	.....
Flour, bbls..	86,684	166,845	20,944

CAIRO—Reported by M. C. Culp, chief grain inspector and weighmaster of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	99,227	40,340	155,470
Corn, bus..	419,745	58,112	368,252
Oats, bus..	1,499,021	1,024,548	1,671,326

CHICAGO—Reported by John R. Mauff, secretary of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	8,810,000	14,070,000	5,001,000
Corn, bus..	12,098,000	8,954,000	11,785,000
Oats, bus..	6,276,000	10,722,000	5,482,000
Barley, bus..	529,000	552,000	183,000
Rye, bus..	353,000	944,000	53,000
Timothy Seed, lbs.	119,000	579,000	423,000
Clover Seed, lbs.	77,000	84,000	133,000
Other Grass Seed, lbs.	823,000	361,000	190,000
Flax Seed, bus.	106,000	124,000	.....
Hay, tons..	7,050	8,231	531
Flour, bbls..	804,000	919,000	683,000

CINCINNATI—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	764,400	983,000	391,203
Corn, bus..	302,400	242,400	225,600
Oats, bus..	228,000	560,000	136,000
Barley, bus..	9,100	.....	.....
Rye, bus..	10,800	37,200	.....
Hay, tons..	5,830	4,730	.....
Feed, tons..	1,320	1,350	.....

DENVER—Reported by C. B. Raker, secretary of the Grain Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, cars	117	115	16
Corn, cars..	191	139	57
Oats, cars..	68	31	34
Barley, cars	11	11	.....
Rye, cars..	1	.....	.....
Kaffir Corn, bus.	.....	20	30
Hay, tons..	85	101	.....

DULUTH—Reported by Charles F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	2,210,947	3,462,977	2,019,087
Corn, bus..	1,690,006	418,559	2,029,062
Oats, bus..	435,229	185,129	504,428
Barley, bus..	278,289	461,994	349,635
Rye, bus..	466,789	509,223	541,750
Flax Seed, bus.	80,678	657,611	165,191

FORT WILLIAM, ONT.—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	5,420,203	4,248,408	14,564,286
Corn, bus..	4,265	161,800	5,495,679
Oats, bus..	2,354,437	4,557,381	4,285
Barley, bus..	709,531	1,267,633	1,007,963
Rye, bus..	172,075	80,939	1,383,065
Flax Seed, bus.	.....	.....	102,499
Hay, tons..	193,612	506,659	204,418
Mixed Grain, lbs.	1,741,405	1,856,380	390,230

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	1,410,000	1,908,400	300,000
Corn, bus..	1,028,000	809,200	638,000
Oats, bus..	788,000	2,382,000	423,000
Flour, bbls..	164,000	222,600	25,400
mfg.	46,880	32,386	.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	11,372,400	19,183,500	6,381,450
Corn, bus..	1,051,250	1,418,750	1,216,250
Oats, bus..	448,800	562,700	235,500
Barley, bus..	64,500	112,500	86,100
Rye, bus..	9,900	12,100	9,900
Kaffir Corn, bus.	149,600	234,300	173,000
Hay, tons..	15,372	14,712	3,636
Flour, bbls..	73,450	73,125	449,475

LOS ANGELES—Reported by M. D. Thiebaud, secretary of the Grain Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, cars	271	231	.....
Corn, cars..	119	78	.....
Oats, cars..	13	18	.....
Barley, cars	170	106	.....
Rye, cars..	80	2	.....
Kaffir Corn, cars.	80	52	.....
Flour, cars..	142	128	.....

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	134,400	1,652,400	169,206
Corn, bus..	1,377,675	2,339,550	1,280,383
Oats, bus..	1,576,115	2,576,110	1,181,512
Barley, bus..	636,740	781,770	383,202
Rye, bus..	96,220	176,530	155,670
Timothy Seed, lbs.	.....	60,000	448,144
Clover Seed, lbs.	.....	8,650	178,983
Malt, bus..	83,600	72,200	607,800
Flax Seed, bus.	45,810	69,000	9,572
Feed, tons..	11,200	10,660	13,351
Hay, tons..	1,435	408	1,776
Flour, bbls..	258,900	121,210	147,416

MINNEAPOLIS—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	6,003,380	7,798,970	2,587,560
Corn, bus..	806,490	401,200	2,060,020
Oats, bus..	1,557,600	2,436,040	2,571,210
Barley, bus..	637,950	991,730	202,190
Rye, bus..	592,780	426,000	289,916
Flax Seed, bus.	154,000	343,000	51,210
Hay, tons..	2,330	895	35
Flour, bbls..	78,578	83,110	1,432,416

MONTREAL—Reported by J. Stanley Cook, secretary of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	10,472,734	4,092,625	10,057,814
Corn, bus..	4,616,904	7,950,259	5,223,154
Oats, bus..	2,719,800	4,308,303	2,644,845
Barley, bus..	882,781	652,231	832,524
Rye, bus..	240,551	324,416	1,241,174
Flax Seed, bus.	89,282	28,375	.....
Hay, bales..	61,762	18,912	10,876
Flour, sacks, 140 lbs.	285,458	386,947	436,961

NEW ORLEANS—Reported by G. S. Colby, chief grain inspector and weighmaster of the Board of Trade, Ltd.

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	2,452,605
Corn, bus..	6,351,259
Oats, bus..	677,384
Barley, bus..	45,415
Rye, bus..	10,428

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	4,851,600	2,556,700	4,402,000
Corn, bus..	2,372,500	1,378,655	2,065,000
Oats, bus..	2,989,875	942,954	3,354,000
Barley, bus..	812,700	793,300	545,000
Rye, bus..	1,425,600	71,200	924,000

OMAHA—Reported by F. P. Manchester, Secretary of the Grain Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	3,628,800	6,236,400	1,871,800
Corn, bus..	2,118,200	1,526,000	2,328,200
Oats, bus..	1,344,000	830,000	1,246,000
Barley, bus..	36,800	24,800	25,600
Rye, bus..	25,200	60,500	32,200

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	1,077,750	454,400	570,300
Corn, bus..	1,116,100	702,800	986,550
Oats, bus..	1,313,500	686,860	1,169,100
Barley, bus..	143,600	126,600	14,000
Rye, bus..	7,200	7,250	7,200
Mill Feed, tons	14,380	2,800	15,925
Hay, tons..	2,450	300	520
Flour, bbls..	192,800	159,600	184,200

PHILADELPHIA—Reported by S. S. Daniels, statistician of the Commercial Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus..	3,593,905	2,130,799	3,249,576
Corn, bus..	910,569	393,563	873,592
Oats, bus..	153,581	223,608	.....
Barley, bus..	1,601	1,241	.....
Rye, bus..	20,848	4,843	19,940
Flour, bbls..	204,986	224,714	27,998

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	5,149,844	9,767,576	2,813,160
Corn, bus...	3,324,400	1,755,000	2,317,835
Oats, bus...	2,583,000	2,316,000	
Barley, bus.	1,601,124		
Rye, bus...	2,843,483		
Flour bbls.	204,986	27,943	45,572



ELEVATOR AND GRAIN NEWS

CANADA

The Quaker Oats Company is to erect a 50,000-bushel elevator at Laura, Sask.

A grain elevator and 100-barrel mill are being erected at Gravelbourg, Sask., by J. N. Coupal & Son.

The Union Grain Company, Ltd., has been registered at Winnipeg, Man., with a capital stock of \$50,000, to do business in Saskatchewan.

The Ruthenian Farmers Elevator Company, Ltd., has been registered with a capital stock of \$250,000 to engage in business in Saskatchewan.

The Canadian Pacific Railway Company is going out of the grain elevator business according to G. Hall, its vice-president. The railway still owns one elevator at Fort William but expects to relinquish control in the near future.

A new addition is to be built to the Elevator O of the N. M. Paterson Grain Company of Fort William, Ont. The new house will be of 1,000,000 bushels' capacity and will be served by the present workhouse of Elevator O. The Pegles Construction Company, Ltd., has the contract for the building.

Wheat storage bins and cleaning room are being erected at Niagara Falls, Ont., for the Canadian Shredded Wheat Company of Niagara Falls. These are of concrete and when completed will give storage capacity of 250,000 bushels and cleaning capacity of 250 bushels. The building will be completed October 1 at an estimated cost of \$152,000.

EASTERN

A grain elevator is to be built at Manchester, N. Y., by James Hosey, a produce dealer.

Joseph Cox has sold his grain elevator and warehouse at Fall River, Mass., to A. B. Haas for the consideration of \$20,000.

The grain, feed and coal business of M. C. Dietz & Son at Mechanicsburg, Pa., is to be conducted under the name of M. C. Dietz & Sons.

Capitalized at \$5,000, the Sohn Hay & Grain Company has been incorporated at Brooklyn, N. Y. I. and J. Sohn and H. Siegel are interested.

A grain and feed business has been opened in Upper Darby, Pa., by Wright & Taylor. They were formerly with V. E. Bond in the grain business.

The business of the Oscar Holway Company at Auburn, Maine, has been purchased by the J. B. Ham Company, grain merchants of Lewiston, Maine.

Capitalized at \$50,000, the Anchor Grain Company has been incorporated at Buffalo, N. Y. George A. Sutherland, Fred E. Wolf and Fred W. Moser are interested.

To deal in grain, hay and feed, the George Methe Company has been incorporated at Springfield, Mass., capitalized at \$10,000. George Methe, I. N. Methe, Victor A. Methe and Conrad Methe are interested.

To conduct a wholesale grain, feed, flour and coal business, the D. G. Stark Company, Inc., was incorporated at Hamilton, N. Y. Its capital stock is \$25,000. Daniel G. Stark, R. F. Stark and Mary E. Stark are interested.

The businesses of George W. Haxton & Son of Oakfield, N. Y., and Emmons A. Bell, grain and feed merchants of Springfield, N. Y., have been consolidated. The company will operate a chain of grain and feed warehouses in western New York. Mr. Ball will be manager at Oakfield.

To deal in grain, cereals, etc., the Burrows & Burrows, Inc., was incorporated at Clarence, Erie County, N. Y. Lorenzo Burrows, L. F. Robinson and Albert Stover, Jr., are interested in the firm. The capital stock of the company is \$25,000.

Additional concrete storage tanks are to be built by the Western Maryland Railway Company at its Port Covington, Md., Elevator with capacity of 2,000,000. It will bring the capacity of the house to more than 5,000,000 bushels. Pier improvements, workhouse, addition, etc., are now nearing completion.

Recognizing the fact that terminal grain facilities are essential to the development of a port and in consequence of benefit to the railroad entering that port, the Philadelphia & Reading Railway Company has announced its intention to construct a modern elevator at Port Richmond, Philadelphia, Pa. Walter

K. Woolman, president of the Commercial Exchange, says that he expects that the house will be of not less than 3,500,000 bushels' capacity.

W. H. Garland has retired from the grain and hay business which he has conducted for over 50 years at Gloucester, Mass. Ernest E. Hodkins has purchased the business.

OHIO AND MICHIGAN

A new elevator is being erected at Snover, Mich., for the Snover Farm Bureau Local.

A grain and hay business has been started at Prairie Depot, Ohio, by Pugh & Adams.

The elevator of the Morrice Grain & Bean Company of Morrice, Mich., has been repaired and enlarged.

The J. E. Skeoch Elevator at Coral, Mich., has been leased by Gould & Son of Sandlake, Mich., for one year.

A. D. Jeffrey has succeeded Bert Ellis as manager of the Albion Farmers Elevator Company of Albion, Mich.

The Castalia Elevator & Supply Company of Castalia, Ohio, has increased its capital stock from \$15,000 to \$25,000.

The capital stock of the Rockford Grain Company at Rockford, Ohio, has been increased from \$35,000 to \$45,000.

The elevator of the Coates Company at Chagrin Falls, Ohio, has been sold by it to the C. & S. Farmers Exchange.

The capital stock of the Farm Products Company, Grand Rapids, Mich., has been decreased from \$200,000 to \$50,000.

The C. E. Depuy Elevator at Pontiac, Mich., is being rebuilt. The new one will cost \$25,000 and will be of reinforced concrete construction.

The interest of W. T. Palmer in the Tamah Co-operative Grain Company of Tamah (Celina p. o.), Ohio, has been purchased by J. E. Stayman.

A new elevator is under course of construction at Pewamo, Mich., by James DeVarn & Sons. The new house will be used exclusively for wheat and beans.

A 15-ton Fairbanks Truck Scale is being installed by Swisher, Weber & Co., grain dealers of West Jefferson, Ohio. A new office building will also be erected.

The Teagle Grain & Supply Company of West Park, Ohio, was incorporated, capitalized at \$15,000. A. J. Teagle, Henry L. Joliay, H. L. Parmenter, I. M. Grolle and D. K. Henderson are interested.

The Bad Axe Grain Company has purchased the elevator of the Wallace Company at Port Austin, Mich. The company will carry a full line of cement, coal, flour, salt, etc. Anthony Goretski will be manager.

INDIANA

Robert A. Dale has sold his elevators at Winchester, Ind.

The elevator at Cowan, Ind., is being managed by Floyd Myers of Middletown, Ind.

A 20-ton scale has been installed at Mellott, Ind., by McCardle & Page, grain dealers.

The interest of John Hazelrigg in the elevator at New Lisbon, Ind., has been sold by him.

A. E. Betts & Son have purchased the elevator of the Farmers Elevator Company at Muncie, Ind.

The capital stock of the Goodrich Hay & Grain Company of Winchester, Ind., has been increased to \$250,000.

The Blish Milling Company has purchased the elevator of the Kelley Flour & Grain Exchange at Alert, Ind.

Electric power has been installed in the Smith & Ackels Elevator at Hobbs, Ind., replacing its steam plant.

A 20-ton scale has been installed in the elevator of the Crabbs-Reynolds-Taylor Grain Company at Wingate, Ind.

The Petersburg Milling Company's elevator at Petersburg, Ind., has been completed. It is an ironclad cribbed structure equipped with motor power.

Four concrete storage tanks are being built at North Manchester, Ind., by Syler & Syler to be con-

ducted in connection with their elevator which they recently purchased from the Farmers Elevator Company.

A modern house is to be erected at Poseyville, Ind., by P. Reising & Son whose elevator was recently destroyed by fire.

The Andreas Lumber Company of Hanna, Ind., has remodeled the elevator at Bee Grove, Ind. It includes four wooden silos, studded.

The Sowash Grain Elevator at Middletown, Ind., has been purchased by the Shirley Bros. They will handle grain, seeds, feed, coal, salt, etc.

A concrete building is being erected at Elkhart, Ind., by A. L. and John O. Hellman from which they will conduct a grain, flour, feed, and coal business.

Operations are about to be started in the new elevator of the Sheldon Elevator Company of Sheldon, Ill., at Effner (Sheldon, Ill., p. o.), Ind. It will have a capacity of 10,000 bushels.

The Jamestown Mill & Elevator at Jamestown, Ind., have been remodeled by the Newton Busenbark Grain Company of Crawfordsville. The Busenbark company brought the property at receiver's sale.

A company composed of P. E. Goodrich, Claude Barnes and L. H. Biddinger has purchased a new grain elevator at Linwood, near Anderson, Ind. The company also operates an elevator at Chesterfield.

The S. Van Steenburg Elevator at Manson (Frankfort p. o.), Ind., has been purchased by Seager, Betts & Ward. They have taken possession and are operating as the Miller Grain Company.

ILLINOIS

The Armour Grain Company is improving its elevator located at Davis Junction, Ill.

The Bader & Co., elevator at Adair, Ill., is under the management of Harry Maxwell of Rushville.

Overhauling and repairing is being done to the elevator of the Cheney Grove Grain Company of Ottawa, Ill.

J. W. Turner succeeds H. C. Luckenbill as manager of the Argenta Grain & Milling Company of Argenta, Ill.

The capital stock of the Wayne Bros. Grain Company at Delavan, Ill., has been decreased from \$36,000 to \$6,000.

The elevator at Tolono, Ill., recently purchased by Walter Moore is to be conducted under the management of Leland Moore.

The elevator of the Brocton Elevator Company, Brocton, Ill., is to be rebuilt next spring. The elevator burned on July 1.

The Consolidated Grain & Feed Company, a co-partnership, has been formed at Decatur, Ill., by E. G. Rasbach and John Lumpkin.

Electric motors are to replace the steam engines in the elevator of the Girard Elevator Company, Girard, Ill., owned by J. J. Shutt & Son.

The Reardon Elevator at Osman, Ill., has been purchased by the Lotus Farmers Elevator and will be operated as a branch office by the purchasers.

M. B. Hyde has taken over Guy T. Stevenson's interests as manager in Davis Bros. & Stevenson at La Rose, Ill., and will be manager of the business.

L. C. Canham, G. C. Canham and H. A. Canham have incorporated at Virden, Ill., as the Virden Mill & Elevator Company. Its capital stock is \$50,000.

A grain elevator will probably be erected at Coulterville, Randolph County, Ill., by the Coulterville Co-operative Elevator & Warehouse Company, Inc.

The H. C. Cole Milling Company has completed its new 350,000-bushel elevator at Chester, Ill. It is of reinforced concrete construction and is modern in every way.

Capitalized at \$16,000, the Chatten Farmers Co-operative Elevator Company has been incorporated at Chatten (r. f. d. Golden), Ill. The company will deal in grain, feed, salt, coal, hay and produce. D. W. McClintock, R. Haschemeyer, J. Janssen, M. J. Suss and Charles W. Miller are interested.

The Mackinaw Grain Company was recently organized at Mackinaw, Ill. The company purchased the elevators of the Mackinaw Grain & Stock Company at Mackinaw and Walnut Wood; Walker & Eliff at Mackinaw and Allentown; Walker, Viemont

& Co., Mackinaw, Lilly and Allentown; Clarence Wilson Elevator, Walnut Wood; Puterbaugh-Walker Company at Mackinaw.

The Piatt County Soya Bean Co-operative Company has been incorporated at Monticello, Ill., capitalized at \$50,000. The company will manufacture and deal in products of soy beans, oils, feed meals, fertilizer, flour, etc.

A. Aden, Arthur Tenhaeff, Albert Alexander, J. H. Meints, N. Bushboom have incorporated at La Prairie, Ill., as the La Prairie Farmers Co-operative Elevator Company. Its capital stock is \$10,000. The firm will deal in grain, feed, hay, etc.

The St. Francisville Farmers Elevator Company has been incorporated at St. Francisville, Ill., and has purchased the Piel & Baker Elevator there and will engage in buying and selling grain, feed, flour, mill products, and coal. M. Fitzgerald will be in charge.

The grain elevators at Arlington and Clarion, Ill., have been purchased by Charles Gallagher of Mendota. Mr. Gallagher already operates the elevator at Meriden. Edw. O'Brien assisted by John P. Schneider will have the management of the Arlington and Clarion elevators.

WESTERN

Improvements are being made to the Equity Elevator located at Seibert, Colo.

A wheat warehouse, modern in every detail, is being erected at Pomeroy, Wash.

The Farmers Union Grain & Supply Company of Latah, Wash., has been dissolved.

Fred Wirick is now manager of the Crook, Colo., elevator of the Lexington Mill & Elevator Company.

The Imperial Elevator at Dodson, Mont., has been opened by William Andrus who operated the plant last year.

Capitalized at \$75,000, the San Fernando Grain & Supply Company has been incorporated at San Fernando, Calif.

The Montana Elevator Company has purchased the property of the J. G. Waldron Elevator Company at Winifred, Mont.

The Wagley Elevator at Platner, Colo., has been purchased by the Nebraska-Colorado Grain Company of Peetz, Colo.

A new drive scale has been installed in the Uniontown, Wash., grain warehouse of the Seattle Grain Company.

W. L. Wilson who has been in the grain business for 12 years has taken over the business of Gordon T. Shaw, Portland, Ore.

The Great Western Elevator at Hatton, Mont., has been purchased by Elmer Asking and R. Dean who are remodeling it into a potato warehouse.

The elevator of the T. C. Power Company at Helena, Mont., has been completed. Eight new bins have been added and feed mill installed.

A new dump scale has been installed in the elevator of the P. F. Brown Elevator Company at Moore, Mont. The scale has capacity of 10 tons.

The Northern Grain & Warehouse Company of Portland, Ore., has opened the Farmers Elevator at Hardin, Mont., for business with C. A. Wolcott manager.

W. W. White is in charge of the Farmers Elevator at Moccasin, Mont., which is to be operated under lease by the State Elevator Company of Cascade.

The Crowther Bros. Milling Company of Malad, Idaho, has installed a Mettler Wonder Grain Cleaner, manufactured by the Weller Manufacturing Company.

The Riggs-Mikkelsen Grain Company has leased the Farmers Union Elevator & Warehouse at Pendleton, Ore. The company will conduct grain buying and hay business.

Mr. Milligan is succeeded as manager of the International Elevator at Plentywood, Mont., by George Lingren who for six years has been in business at Richey, Mont.

John B. Goodman is succeeded as manager of the Imperial Elevator at Frazer, Mont., by B. W. Bronson of Glasgow. Mr. Goodman will have charge of an elevator at Gilford, Mont.

The grain warehouse of Maurice J. Goodheart at Porterville, Calif., has been sold by him to Allen Leslie. The new purchase is in the grain business and will open this house immediately.

The Seattle Grain Company of Seattle, Wash., with G. P. Wales general manager at Seattle and A. J. Haile, superintendent at Spokane, Wash., is again operating its line of warehouses and elevators.

The Four States Seed & Grain Company has been reorganized at Clayton, N. M., and has made plans for the rebuilding of the elevator which burned a few weeks ago. It will be ready the latter part of August.

The property of the Portales Mill & Elevator Company at Portales, N. M., has been sold by C.

O. Leach & Sons to the Cramer Mill & Elevator Company of Clovis, N. M. The Cramer company operates two elevators and a mill at Clovis and elevators in New Mexico and Texas.

The Farmers Exchange & Manufacturing Company of Yuma, Colo., is again in business. The company closed down about a year ago and rented its elevator to the Shannon Grain Company.

The Seattle Grain Company has resumed business operations at Ralston, Wash. The company's elevators and warehouses were formerly leased by the Northwestern Dock & Elevator Company of Portland.

W. C. Wilkes is now president and general manager of the United Grain Company. Mr. Wilkes was formerly manager of the Ravalli Mills, Missoula, Mont., for the Northern Grain & Warehouse Company.

P. S. Brown has purchased an interest in the Ryer Grain Company of Seattle, and has been elected to office of treasurer. Mr. Brown was formerly manager of the Albers Bros. Milling Company of Seattle.

The Equity Elevator at Ross Fork, Mont., has been purchased by farmers around there and will be operated under the name of the Ross Fork Elevator Company. The latter company has filed articles of incorporation.

A 25,000-bushel elevator is to be erected at Scooby, Mont., for the Smith Tyner Company. It will be equipped with a 10-horsepower Fairbanks "Z" Engine, 1,200-bushel automatic scale, double truck lift and cleaner.

The Independent Elevator Company of Grass Range, Mont., has been merged into the Montana & Dakota Grain Company with M. J. Dunn of Minneapolis principal owner. George Wright is still manager of the elevator.

The Poultrymen's Grain & Supply Company of Van Nuys, Calif., with which the Van Nuys Feed & Fuel Company has been merged, has been incorporated there, capitalized at \$50,000. L. W. Serrell, is president and M. R. Holmes, secretary.

SOUTHERN AND SOUTHWESTERN

The M. C. McCaffrey Elevator at Covington, Okla., is to be repaired.

The Claussing Grain Company is erecting a 10,000-bushel iron clad elevator at Cleo Springs, Okla.

The Texas Mill & Elevator Company is to build a frame warehouse costing \$2,500 at Abilene, Texas.

A granary and warehouse are being erected at Arlington, Texas, by the Doggett Grain Company.

Kenneth Parlour is succeeded as manager of the Billings Grain & Supply Company at Billings, Okla., by A. R. Smith.

A 250-barrel mill and 25,000-bushel elevator are to be erected at Thomas, Okla., for the Thomas Mill & Grain Company.

R. H. Doak is succeeded as manager of the Farmers Grain & Supply Company of Greenfield, Okla., by F. E. Greenfield.

W. R. Fields is conducting a grain business at San Antonio, Texas. He was formerly associated with the Webster Company.

The Thompson Grain Company has purchased the elevator and warehouse of the Lowrey Grain Company at Houston, Texas.

The Farmers Co-operative Company of Erick, Okla., has changed its name to the Erick Wheat Growers Elevator Company.

D. D. Hull, Jr., is president and Thomas B. Wolfe, secretary of the Mother State Mill & Grain Company of Roanoke, Va., which is capitalized at \$100,000.

The Dunn Wheat Company has been incorporated at Lexington, Ky., capitalized at \$100,000. Jeff T., Jack H. Dunn and W. B. Maynard are interested.

The Slaton Grain & Coal Company has been incorporated at Slaton, Texas, capitalized at \$20,000. R. H. Tudor, Lee Tudor and J. M. Simmons are interested.

The Farmers Co-operative Association of Eldorado, Okla., has decreased its capital stock from \$100,000 to \$50,000. The association handles grain, hay, flour, feed, etc.

The business of the Watts McCurry Flour & Grain Company at Fort Smith, Ark., has been moved to the building formerly occupied by the Durrett Flour & Grain Company.

A. E. Ayres and V. A. Rushing have dissolved the partnership which operated at Denver, Tenn., as the Duck River Grain Company. Mr. Rushing will operate the business hereafter.

To deal in farm products, the Godwin-Jones Company, Inc., of Houston, Texas, has been incorporated, capitalized at \$100,000. Herbert Godwin, T. S. Lubbock and H. L. Gosman are interested.

Capitalized at \$25,000, the Wonder State Grain & Poultry Supply Company has been incorporated at Little Rock, Ark. The firm will be controlled

by Marion Jacobson, who recently resigned from the Brown-Oglesby Company. It opened around the first of August.

The Carroll Grain Company has leased a building at Waxahachie, Texas, from which it will conduct a wholesale grain, flour, meal and produce business.

The Pitts-Wells Grain Company of Broken Arrow, Okla., is going to build a grain elevator at Ketchum, Okla., replacing the Spradin Elevator which was destroyed by fire about a year ago.

MISSOURI, KANSAS AND NEBRASKA

The W. M. Ross Elevator at Gibbon, Neb., has been entirely rebuilt.

A new foundation has been put under the Farmers Elevator at Winnebago, Neb.

A new elevator has been opened at Zeandale, Kan., by Fielding & Stephenson.

The J. C. Ware Grain Company at Quitman, Mo., is succeeded by Booker & Ware.

A new elevator is being erected at Elbing, Kan., by the Larabee Elevator Company.

Capitalized at \$12,000, the Home Elevator Company has been incorporated at Liberal, Kan.

A. J. Calvin has resigned his position as manager of the Farmers Elevator at Hardy, Neb.

The Nebraska Colorado Grain Company has appointed O. D. Badger at Hemingford, Neb., agent.

The elevator of the Vance Grain Company at Waldron, Kan., is to be operated by Price Young.

The O. T. Haun Elevator at Freeport, Kan., has been purchased by Charles Burlis of Anthony, Kan.

A new set of scales has been installed by the La Grange Elevator Company of La Grange, Mo.

An automatic truck dump is being installed in the Palisade Equity Union at Hayes Center, Neb.

Electric power has been installed by the Bushton Grain Company of Bushton, Kan., to run its elevator.

The elevator of the Farmers Co-operative Association at Elk Creek, Neb., is being rebuilt at a cost of \$7,500.

A half interest in the Pawnee Grain Company at Pawnee City, Neb. has been purchased by Bert Etchison.

J. B. Thompson is now manager of the Duff Grain Company of Syracuse, Neb. He came from Glen Elder, Kan.

Joe Raines has purchased the elevator of the Farmers Co-operative Company at Olcott (r. f. d. Turon), Kan.

The Association Elevator at Lebo, Kan., has been leased by J. L. Jones and T. R. Evans. They took charge July 1.

Operations have been resumed in the elevator of the Central Granaries at Geneva, Neb. William Hinkle is manager.

The interest of Bide Hinds in the Broughton Elevator at Clay Center, Kan., has been sold by him to the Carson interests.

A new 15,000-bushel elevator is being erected at Eustis, Neb., by C. B. Seldomridge. He has razed his old elevator there.

The Currie Grain Company of Bradshaw, Neb., has leased its elevator and coal sheds there to the Gilbert Grain Company.

Emil Teichgraber's elevator at Olmitz, Kan., is to be operated this year under the name of the K. B. R. Milling Company.

Edw. France, D. O. Forbes, and others have incorporated at Palmer, Neb., as the Farmers Union Co-operative Association.

The Farmers Elevator & Supply Company is being reorganized at Archie, Mo. W. J. Straley and E. W. Hodges are interested.

Capitalized at \$10,000, the Farmers Union Co-operative Association has been incorporated at Neutral (r. f. d. Columbus), Kan.

The elevator of J. F. Gregory & Sons of Byron at Munden, Kan., is being remodeled and enlarged. An office also will be erected.

The Jones Rogers Grain Company of Voda (Collyer p. o.), Kan., is succeeded in business there by the Robinson Wyatt Grain Company.

The Luehrmann Hay & Grain Company of St. Louis, Mo., has changed its name to that of the Luehrmann Milling & Grain Company.

The C. C. Isley Elevator at Charleston, Kan., has been purchased by A. Hewes. George Glenn has had charge of the elevator for years.

A new elevator is to be erected at Windsor, Mo., by Walter Petty, owner of the Petty Mill & Elevator which was destroyed by fire some time ago.

The T. B. Hord Elevator at Tamora, Neb., has been leased by the Nye-Schneider Grain Company and will be under the management of Charles Gemler.

The grain business of A. D. Richter conducted at Salina, Kan., as the Richter Grain Company has been sold to O. F. Hoopes of Lucas, Kan. Mr. Richter has taken over the management of the

office of the John Hayes Grain Company at Salina. R. L. Phelps and H. Graves are in charge of the O. F. Hoopes Grain Company.

Capitalized at \$50,000, the Farmers Grain Elevator Company has been incorporated at Butler, Mo.

The elevator at Cummings, Kan., has been purchased by O. D. Amend, who will operate as the Cummings Grain Company.

L. F. Ellermeier operator of the grain elevator at Swanton, Neb., has equipped his elevator with an Ellis Grain Drier of 250 bushels capacity per hour.

A motor is to be installed in the Equity Elevator at Bloomington, Neb. to furnish power. It is also proposed to install a feed grinder at the elevator.

Walter Allstun is no longer manager of the Mississippi County Elevator Company at East Prairie, Mo., but is succeeded in his position by W. S. Davis.

The Farmers Elevator at Colon, Neb., is to be conducted under the management of Joe Nation. F. L. Nelson, the former manager, resigned on July 1.

The Frankford Elevator Company has been incorporated at Frankford, Mo., capitalized at \$20,000. The company will operate as a general grain concern.

H. T. Fromm of Cambridge, Kan. purchased the Cambridge Elevator at sheriff's sale on July 10. Mr. Fromm will put the elevator into operation as soon as possible.

The Missouri Valley Elevator Company has been incorporated at Omaha, Neb., capitalized at \$100,000. N. R. Reasoner is president and N. L. Refregier secretary.

A grain elevator is under course of construction at Archer, near Liberal, Kan., for the Wheaton Grain Company. The elevator will have capacity of 12,000 bushels.

Business has been started in the new Merrilat Elevator at Tecumseh, Kan. It is owned by J. J. Merrilat and Hugh A. Ralston. It has capacity of 10,000 bushels.

The Marysville (Kan.) Mill & Elevator Company is being conducted under the management of J. E. Riley. A Fairbanks-Morse Semi-Diesel Oil Engine has been installed.

The lumber yard of the Farmers Union Elevator Company at Bloomfield, Neb., has been sold by that firm to Leslie Campbell of Omaha who took possession August 1.

The Mississippi County Elevator Company has purchased the plant of the defunct Charleston Milling Company, Charleston, Mo., and will continue to operate at full capacity.

A new elevator and tempering bins are to be erected for the H. D. Lee Flour Mills Company at Salina, Kan. The work will start as soon as its plans are completed.

Two elevators are being erected by the Colorado Mill & Elevator Company, one at Winona, and one at Monument, Kan. Both elevators will have capacity of 20,000 bushels.

The Marion Co-operative Equity Exchange, Marion, Kan., is to be conducted under the management of Miles Pierce, who succeeds James Reed. Mr. Reed is now at Hope, Kan.

A new 100,000-bushel elevator and cleaning house is nearly completed at Lindsborg, Kan., for the Lindsborg Mill & Elevator Company. It now has facilities for handling 2,500 bushels per hour.

A 125-horsepower engine, and 10,000-gallon oil tanks are being installed at Potosi, Mo., for the Potosi Mill & Elevator Company. The company will burn oil instead of coal in the future.

A frame building 20x50 feet is being erected at Jamesport, Mo., for the Mason Grain Company of which D. N. Mason is manager. New machinery will be installed when the building is finished.

The Lehrack Contracting & Engineering Company of Kansas City, Mo., was awarded the contract by the Security Flour Mills Company of Abilene, Kan., for additional concrete storage of 75,000 bushels.

The grain elevators at Sherwin, Hallowell, Mineral, Star Valley, Crestline and Neutral, Kan., have been leased by the Cherokee County Farmers Union and are now being operated under its control.

The Nebraska Colorado Grain Company of Sidney, Neb., purchased not long ago the elevator at Sidney, Neb., from the Central Granaries Company. The company will handle chops, oats, corn and coal in addition to grain. J. L. McIntosh is manager.

The Panabaker Elevator at Dalton, Neb., has been purchased by C. A. Baker and John Pelster. The elevator has capacity of 6,000 bushels. The new operators will conduct the house under the name of the Dalton Grain Company with Mr. Baker, manager.

A studded ironclad elevator is to be erected at Edison, Kan., for the Shannon Grain Company with capacity of 27,500 bushels. The house will

be equipped with a Fairbanks 10-ton Automatic Scale, a six-bushel Richardson Automatic Scale, distributor, Fairbanks-Morse Type "Z" Engine, and truck dump.

The Weber Flour Mills Corporation of Salina, Kan., is considering the advisability of erecting another grain elevator at Ellsworth, Kan. The Janousek Elevator has been buying grain for the Weber company for the past year.

George Gless is president; J. E. Higgins, vice-president; George McVicker, secretary and Edw. Guynan, treasurer of the Farmers Co-operative Grain Company of Rogers, Neb. The firm was recently incorporated, capitalized at \$25,000.

Several small unit bins, with total capacity of 400,000 bushels are to be built to the Wabash Elevator at Kansas City, Mo. It is operated by the Nye & Jenks Grain Company. This will give the Wabash a total capacity of 900,000 bushels.

A new warehouse is to be built this fall at Lincoln, Neb., for the Breslow Grain Company. The Breslow company has been in business for many years at Lincoln and is composed of L. Breslow and his two sons, H. J. and H. L.

Offices in the New York Life Building, Kansas City, Mo., have been leased by the Rocky Mountain Grain Company, grain purchasing agents for the Colorado Milling & Elevator Company of Denver, Colo. It will operate the Kansas City branch.

THE DAKOTAS

An elevator at Park River, N. D., has been purchased by S. F. Wilson.

George Lee is now manager of the Farmers Elevator at Naples, S. D.

J. A. Frederickson has bought the Anderson Elevator at Clark, S. D.

The Osborne-McMillan Elevator at Enderline, N. D., has been reopened for business.

A large annex is being erected for the Rutland Farmers Elevator at Rutland, N. D.

An interest in the elevator at Westport, S. D., has been purchased by Frank Callaghan.

C. A. Dahl is succeeded as agent for the Farmers Elevator at Portland, N. D., by D. Sparrow.

The Dana Elevator at Bottineau, N. D., has been leased by T. T. Strom who will operate it.

A. Kanis of Hull, Iowa, is the new manager at the Columbia Elevator at Morrisset, S. D.

Earl Thorpe has moved to Rockham, S. D., where he will be manager of the Van Dusen Elevator.

A new elevator is to be erected at Hague, N. D. Construction of the plant has been started.

Ed. Schoenfeld is to manage the New Leipzig, N. D. elevator of the Kellogg Commission Company.

A. Clement is the new manager of the South Dakota Grain Company's elevator at Wolsey, S. D.

E. B. Kast resigned recently as manager of the Farmers Grain & Stock Company at Scotland, S. D.

A grain elevator of 20,000 bushels' capacity is being erected at Garrison, N. D., by Otto Schneider.

Remodeling has been done to the elevator of the Chandler Farmers Elevator Company at Wilton, N. D.

The elevator of the Andrews Grain Company has been purchased by the Farmers Elevator of McClusky, N. D.

The Monarch Elevator at Garretson, S. D., has been sold by the Monarch people to E. H. Morland of Luverne.

Operations have been resumed in the Farmers Elevator at Gettysburg, S. D., which was closed for some time.

The Andrews Grain Company has reopened its elevator at Dickey, N. D., and B. A. Eaton is located there as buyer.

G. R. Boyer is the new manager at the Ashton Elevator at Ashton, S. D., and took up his new duties on August 1.

The Merchants Elevator at Colton, S. D., has been purchased by T. B. Martin who will operate it in the near future.

A 10-ton Fairbanks Scale has been installed at the Farmers Co-operative Elevator company's elevator at Valley City, N. D.

A. Shadbolt has retired as manager of the Farmers Elevator at Kimball, S. D., and is succeeded in that position by William Yarosh.

A new elevator is being erected at Sitka (Glenham p. o.), S. D., by the Selby Equity Exchange, replacing the one which burned June 29.

General improvements are being made at the Independent Elevator at Lawton, N. D. The approach to the elevator was rebuilt.

F. R. Schilling has purchased the Vermillion, S. D., elevator of the McCaull-Webster Elevator Company. The McCaull-Webster firm operated the Vermillion house for over 20 years.

Articles of incorporation were recently filed by the Westport Grain & Coal Company of Westport, S. D. The firm which is capitalized at \$15,000 was

incorporated by Henry Dunkel, F. W. Callaghan, F. J. Siemann, W. S. Flannagan, and Q. S. Matteson.

J. A. Frank has purchased the Downing Grain Elevator at La Moure, N. D. He has been engaged as grain buyer for several years.

The Hawkeye Elevator at Mobridge, S. D., has been overhauled and repaired and is now ready to handle the new crop as it comes in.

Ely Harris has resigned as manager of the Farmers Co-operative Elevator at Cando, N. D., and is succeeded there by L. W. Westen.

Percy Dunn is no longer manager of the New England (N. D.) Equity Exchange and is succeeded by H. W. Gentz of Stanton, N. D.

The Garver Elevator at Fessenden, N. D., has been leased from T. L. Beiseker by Bob Smith. Tony Haas will be buyer at the elevator.

J. J. Callaghan recently resigned his position as manager of the Equity Elevator at Frederick, S. D., and is succeeded as such by Olaf Anderson.

Henry Reiner operating at Leola, S. D., has purchased a Mettler Wonder Grain Cleaner for his elevator from the Weller Manufacturing Company.

Repairs have been completed at the Volin Grain Company's elevator at Volin, S. D., and operations have been resumed. C. A. Shepherdson is manager.

The Farmers Elevator Company of Montpelier, N. D., is to make several improvements to its elevator, install new scales and build an annex to it.

A half interest in the elevator at Barnard, S. D., has been purchased by J. J. Callaghan who until recently was with the Equity Elevator at Frederick.

The Halvorson-Beier interests in the Hammer-Halvorson-Beier Elevator located at Carrington, N. D., have been purchased by Ely Harris, of Cando, N. D.

An engine and dump scale are being installed and other improvements are being made to the house of the Empire Elevator Company at Newark, S. D.

E. W. Closson of Sioux City has purchased the elevator at Dell Rapids, S. D., from the William Slaughter Grain Company and will take possession of it.

Walter Tule, George R. Robson, Leslie G. Gilbertson have incorporated the Killdeer Independent Elevator Company at Killdeer, N. D., capitalized at \$25,000.

Geo. P. Sexauer & Son of Brookings, S. D., has installed a Mettler Wonder Grain Cleaner, purchased from the Weller Manufacturing Company of Chicago, Ill.

Capitalized at \$25,000, the Hammer-Harris Grain Company has been incorporated at Carrington, N. D., by George H. Condo, Ely M. Harris and H. P. Hammer.

The Davenport Elevator at McKain (Elkton p. o.), S. D., has been purchased by Charles Foreman and A. W. Karstens. The new owners began operations immediately.

Capitalized at \$10,000, the King Grain Company was incorporated at Makoti, N. D. E. H. Westlie, J. A. Johnson, W. B. King and A. A. and C. A. Peterson are interested.

Fred Zacher, Robert Klommer, S. J. Knutson, G. Olson and Fred Wrucke have filed articles of incorporation at Kongsberg, N. D., as the Independent Elevator Company.

Incorporation papers have been filed at Danzig, N. D., by the Danzig Grain Company. J. W. Meidinger, R. C. Miles and Henry Joerka are interested. The corporation is capitalized at \$25,000.

Overhauling is being done to the elevator of the Parshall Farmers Co-operative Elevator Company of Parshall, N. D. New cups, cup belts, and a distributing system are being installed.

George Gackle and Peter Billigmeier have dissolved the partnership under which they have been operating elevators at Kulm and Merricourt, N. D. Mr. Gackle retains the elevator business.

Articles of incorporation have been filed by the Berwick Farmer's Grain Company of Berwick, N. D., capitalized at \$15,000. The incorporators are: Otto Aubol, Ole A. Byrn, A. C. Christinon, L. Peterson.

The 35,000-bushel elevator of J. D. Bacon & Son at Grand Forks, N. D., is to be moved in a short time to a new location. It has been standing on land owned by the State Mill & Elevator Association.

The Farmers Elevator Company was recently incorporated at Greene, N. D., capitalized at \$25,000. Charles Dockter, A. E. Adamson, Hugh McTaggart, R. E. Elliott, R. A. Borman and W. B. Siebert are interested.

Seven elevators in North Dakota were recently sold by N. J. Olsen & Sons of Moorhead, N. D., to the Woodworth Elevator Company of Minneapolis, Minn. The elevators are located at Sanborn, Litchville, Hobart, Cooperstown, Minford, Hannaford and Shepard. The Olsen company was

started by the late N. J. Olsen who with his sons conducted the string of elevators as a partnership. B. H. Woodworth is president of the purchasing concern.

The South Elevator of the Rock Lake Farmers Elevator Company at Rock Lake, N. D., has been sold by it to the Farmers Elevator Company. Claude Elsberry is manager of this elevator.

H. J. Jorgenson has resigned as manager of the Farmers Co-operative Elevator Company of Knox, N. D., and has gone to Honeyford, N. D., where he has a position as manager of the Farmers Elevator there.

Articles of incorporation have been filed at Hampden, N. D., by the Hampden Grain Company in which J. R. Rosholt, A. B. Brandt, T. H. Woldy, Ole G. Melland and Edward Lose are interested. The firm is capitalized at \$25,000.

Charles G. Buchele has leased his elevator and feed grinding equipment located at Canova, S. D., to the Hoes-Lueth Grain Company of Spencer. The Hoes-Lueth company owns and operates elevators at Spencer, Unityville, Rosell and other points.

Remodeling and repairing is to be done to the H. D. Geidd Elevator at Avon, S. D. It is to be equipped with a dump, Fairbanks Scale, 15 horsepower Fairbanks Morse Oil Engine and 1,500 bushel Richardson Automatic Scale.

Capitalized at \$8,000, the Yale Grain Company was organized at Yale, S. D. Charles Zehnpfennig is president; C. W. Lemke, vice-president; D. S. Glanzer, secretary-treasurer. The company has taken over the grain and coal business, elevator and coal sheds of the Zehnpfennig Elevator Company.

MINNESOTA AND WISCONSIN

H. Johnson is now manager of the Columbia Elevator at Appleton, Minn.

A new elevator is being erected at Fertile, Minn., by the Lee Bros. of Godfrey.

A new Farmers Elevator of 30,000 bushels' capacity is to be erected at Hatfield, Minn.

H. R. Brickley is manager of the Webster Farmers Elevator Company at Webster, Minn.

E. H. Townsend is buyer and manager of the Monarch Elevator located at Chokio, Minn.

The Farmers Elevator Company's house at Truman, Minn., is to be managed by H. L. Krause.

The Farmers Elevator company of Starbuck, Minn., has appointed V. F. Orth as its manager.

The capital stock of the Farmers Elevator Company at Vesta, Minn., has been increased \$20,000.

Operations have been resumed in the Miller Elevator at Clinton, Minn. S. A. Holmer is in charge.

The Farmers Grain Company was recently incorporated at Storden, Minn. Its capital stock is \$20,000.

A. J. Weir has resumed his position as manager of the Bongards Equity Elevator at Bongards, Minn.

Louis Larson of Clarks Grove is to be manager of the Farmers Elevator Company at Hartland, Minn.

William Van Derhagen of Minneapolis is to have charge of the Hilsberg Elevator at Bird Island, Minn.

Thomas Lovaas is now in charge of the elevator of the Northland Elevator Company at Parkers Prairie, Minn.

Improvements are being made to the elevators of the Speltz Grain & Coal Company at Alden, Minn.

Paul Stensrud is manager of the Monarch Elevator at Louisburg, Minn., and is now operating the house.

The Atlas Elevator located at Taunton, Minn., is to be managed during the coming year by J. R. Kjemhus.

L. O. Bjorlie is now manager of the elevator located at Emmons, Minn. He was formerly at St. Peter, Minn.

The Monarch Elevator at Holloway, Minn., is to be opened for business under the management of Frank Zimmerman.

The Farmers Co-operative Elevator Company at Lakefield, Minn., is being operated by C. O. Ranney of Sioux Rapids, Iowa.

The house of the Farmers Elevator Company at Darwin, Minn., is to be operated under the management of W. J. Caven.

Mac Martinson has accepted a position as manager of the Farmers Elevator at White Rock (Carlson Falls p. o.), Minn., and has already entered into his new duties.

The house of the Farmers Elevator Company at Lismore, Minn. has been closed down and T. C. Ager, manager, has left for the Farmers Elevator Company of Kanaranzi, Minn.

The Waseca County Elevator Association has been organized at Waseca, Minn., to take over the business of the Waseca County Farmers Elevator

& Mercantile Association. Its capital stock is \$25,000. The company which it succeeds has been in business for 24 years.

Improvements are being made to the Farmers Elevator at Lake City, Minn., and an automatic scale has been installed.

A. A. Mostue has purchased the Miller Elevator located at Sacred Heart, Minn., and is going to operate the house himself.

The Ixonia Farm Products Company has been organized at Ixonia, Wis., to handle grain, hay, and feed. Capital stock is \$20,000.

The Belview, Minn. elevator has been re-opened by the Atlas Elevator Company and will under the management of George Leslie.

The R. E. Jones Company has purchased the Atlas Elevator at Pine Island, Minn., and appointed Archie Rose as manager.

On July 15, Utoft & Son took possession of the elevator of the Tyler Grain Company at Tyler, Minn., which they recently purchased.

A new building is being erected at Platteville, Wis., by George Shepherd & Son to take the place of their present grain and feed store.

A. R. Kenske of Winthrop, Minn., is to be in charge as manager of the Empire Elevator at Stewart, Minn., during the coming year.

The Seymour, Wis., elevator of the Green Bay Elevator Company of Green Bay, Wis., has been purchased by William Karrey of that place.

W. H. Fury resigned as manager of the Farmers Co-operative Elevator at Howard Lake, Minn., and is succeeded in that position by David Custer.

E. B. Eide formerly manager of the Equity Elevator at Twin Valley, Minn., has changed position and is now with the elevator at Comstock, Minn.

The Rialson Elevator at Tracy, Minn., has been leased for the term of one year by John R. Pryor. He will continue the general elevator and coal business.

The Struthers Elevator at Amiret, Minn., has been leased by the Atlas Elevator Company. The elevator will be remodeled and opened for business.

J. P. Quigley of Danvers is manager of the Milan, Minn., house of the Monarch Elevator Company. He succeeds Charles Nordgren who resigned some time ago.

E. B. Murphy is now manager of the Farmers Co-operative Elevator at Faribault, Minn. He was formerly with E. S. Woodworth & Co. of Minneapolis, Minn.

The Farmers Elevator at Walnut Grove, Minn., was sold by the receiver to C. H. Ahlfs of Raymond for \$6,755. Mr. Ahlfs will open the elevator and coal business.

Articles of incorporation have been filed at Thief River Falls, Minn., as Tessum & Co., grain dealers. Capital \$50,000. The incorporators are O. Tessum, G. C. Tessum and Frank C. Bass.

Gerhard Bergman is now manager of the Osborn-McMillan Elevator Company at Kimball, Minn. He was for several years manager of the Farmers Elevator Company at Hankinson, N. D.

The feed, flour and grain business of F. W. Wichlow in Owatonna, Minn., has been purchased by the Owatonna Farmers Elevator & Mercantile Company. Mr. Wichlow owned the business for 18 years.

F. D. Keenan, formerly of St. James, Minn., has been promoted to position of traveling auditor for the Great Western Elevator Company with headquarters at Madison, Minn. He has been with the company for 17 years.

Slight changes in the articles of incorporation of the Winnebago Farmers Elevator Company, Winnebago City, Minn., were made recently. The revisions provide for the holding of the annual election and the calling of special meetings.

The contract has been let by the Crookston Milling Company of Crookston, Minn., for a new elevator at Badger and the opening of a branch house at Warroad. Plans are under consideration either to build or buy an elevator at Strathcona.

To deal in grain, lumber, feed, flour, building materials, coal, etc., the Taggart Lumber Company has been incorporated at Lake Geneva, Wis. Its capital stock is \$65,000. R. B. Bucknall, L. H. Taggart and L. A. Nichols are interested.

Farmers around Red Lake Falls, Minn., are interested in the formation of a co-operative company to purchase the Peterson-Biddick Warehouse at Red Lake Falls. It will give the company increased facilities for handling the 1922 crop of potatoes.

To manufacture, buy, sell and deal in grain, flour, feed, hay, merchandise, etc., the Clayton Co-operative Milling Company has been incorporated at Clayton, Wis., capitalized at \$5,000. A. B. Kitzelton, F. W. Plahn, N. Petry, F. F. Ratke and R. Anderson are interested in the firm.

The Monarch Elevator at Rothsay, Minn., which for the last few years has only been operated intermittently, has been purchased by O. P. Paulson

who has been manager of the Farmers Elevator for two years. The elevator until now was owned by the Northwestern Elevator Company.

The elevator of the Farmers Equity Elevator Company at Parkers Prairie, Minn., is to be conducted by L. G. Abraham of Dent. The elevator was formerly managed by Thomas H. Knott.

The Security Elevator at Gaylord, Minn., is now the property of Charles E. Peterson who until recently was manager of the Lafayette, Minn., elevator of the Great Western Grain Company.

The elevator and coal sheds of the Great Western Elevator Company at Franklin, Minn., have been purchased by J. H. Anderson of Franklin who will conduct it as an independent house.

IOWA

George A. Ivey is the new manager of the elevator at Rolfe, Iowa.

A new elevator is being erected at Lincoln, Iowa, by the Lincoln Co-operative Company.

The elevator of the Armour Grain Company at Jefferson, Iowa, is being repaired and repainted.

A new double corn crib, 30x40 feet, with 14 foot driveway, has been built at Denison, Iowa, by H. E. Kuhl.

E. E. and J. S. Hargrove have organized a company at Milton, Iowa, to conduct a grain, hay and seed business.

Clarence T. Hinton succeeds B. E. Stonebraker as manager of the Farmers Elevator Company of Rockwell City, Iowa.

A new cup belt and cups have been installed by the Farmers Co-operative Grain Company of Havlock, Iowa, to increase its capacity.

F. S. Kingsbury has purchased an interest in the Hunting Elevator Company at Everly, Iowa, and will be local manager of the company.

An addition to the elevator of the N. S. Beale & Son at Tama, Iowa, has been completed, which increases its storage capacity 5,000 bushels.

The elevators at Boxholm, Iowa, and Wolf, Iowa, have been taken over by J. B. Maricle of Thor, Iowa. He will make his headquarters at Boxholm.

A grain company to be known as the Tracy & Nelson Grain Company has been formed at Storm Lake, Iowa, by M. E. Tracy and Charles M. Nelson.

The Western Terminal Elevator Company of Sioux City, Iowa, has purchased a Mettler Wonder Grain Cleaner from the Weller Manufacturing Company.

An eight-horsepower motor has been installed in the M. H. Spurgeon Elevator at Correctionville, Iowa. The company formerly operated by gas power.

The Farmers Elevator, Store and Lumber Yard at Oasis, Iowa, is now under the management of Lee Smith. Mr. Smith was formerly located at Wapello.

A new elevator has been erected at Wapello, Iowa, and the machinery is on the grounds ready to be installed. C. A. Brown is interested in the elevator.

A new Bowsher Grinding Mill has been installed at the Stockport Elevator, Stockport, Iowa, and the company is now prepared to do all kinds of rough grinding.

C. A. Johnson, H. H. Wickham, and R. V. Hendershot have incorporated at Oakville, Iowa, as the Oakville Grain Company, to buy and sell grain generally.

Davis Bros. & Arnold, of Corwith, have made plans for the erection of a 50,000-bushel oats storage annex at Denhart (p. o. Corwith), Iowa. It will be equipped with 12-inch conveyors.

The elevator of the Farmers Co-operative Company, Napier (r. d. Ames), Iowa, has been purchased by L. E. Munsinger, J. M. Munsinger and W. T. Barr. They will take possession.

THE Cottonwood Milling & Elevator Company of Cottonwood, Idaho, is in the hands of a receiver. B. A. Baerlocher is receiver.

BANKRUPTCY proceedings were filed against W. J. Goodacre a grain, feed and storage man of Fillmore, Calif. His assets are \$4,619.77; liabilities, \$29,155.49.

BOX cars are being used so extensively to haul coal, that a general warning has been sent out to grain shippers in the Northwest to clean cars thoroughly before using them for shipping grain. The entire lining of the car should be gone over with a hammer so that concealed coal dust pockets can be discovered.

THE Central Grain Company, Hutchinson, Kan., has been dissolved by order of the court. The suit was brought by the state at the insistence of Hutchinson grain brokers whose business had been affected by the policy of the Central Grain Company in buying wheat for mill members directly from country shippers instead of through cash brokers or commission men.

OBITUARY

BOYLES.—James W. Boyles died recently at Frankfort, Ind. He was at one time a prominent grain dealer there.

COWGILL.—Frank S. Cowgill, president of Bartlett Frazier Co., died suddenly from heart disease on July 29. He came to Chicago six years ago from Omaha where he was president of the Trans-Mississippi Grain Company.

DORSEL.—John Dorsel, Sr., president of the Dorsel Grain Company, died on July 12 at Covington Ky., after an illness of three weeks. Mr. Dorsel was 89 years and was one of the oldest members of the Cincinnati Chamber of Commerce.

GILCHRIST.—James Gilchrist died at Long Beach, Calif., not long ago aged 89 years. He was a pioneer grain man of the Northwest. Mr. Gilchrist went to Iowa in 1857 and entered the grain business at McGregor with C. F. Bell. The company started then is still in operation under the old firm name. On the death of W. I. Gilchrist, Mr. Bell and James Gilchrist continued the business. When Mr. Bell died, his son, Fred G. Bell, succeeded him. James Gilchrist retired 16 years ago and went to California. The company has operated for 65 years and operates 35 elevators in northern Iowa, and Minnesota.

GUNTHER.—Jacob Gunther died recently aged 68 years. He had been in the hay business at Brooklyn, N. Y., for 35 years.

JOHNSON.—Hyrum S. Johnson after many years of suffering from stomach trouble died at his home in Ogden, Utah, where he was engaged in the grain and hay business. He was 52 years old.

JOSEPH.—S. B. Joseph, a well known member of the New York Produce Exchange, died suddenly on July 15. He had spent the greater part of his life in the flour business.

KERR.—On July 6 after a long illness, T. Elliott

Kerr died at Montreal, Que. He had been with the British Empire Grain Company of Montreal, Que., for 20 years.

LATSHAW.—On June 21, Joseph Latshaw died at Wilson, Kan. He was one of the oldest grain buyers in central Kansas.

LEWIS.—John R. Lewis died aged 63 years. He was a grain broker and had been a member of the St. Louis Merchants Exchange for 35 years. He died from injuries received in a fall. His widow and one son survive him.

PHILLIPS.—Joseph Maxwell Phillips died at Sedgwick, Kan., on July 20 aged 97 years. He joined the Chicago Board of Trade in 1882 and retired in 1913.

POORE.—Aged 72 years, John E. Poore died at his home in Philadelphia, Pa., after an illness of three weeks. He was secretary of the Growers and Importers Exchange for 33 years. His widow and four daughters survive him.

SHEA.—On July 18, John J. Shea died at Milwaukee, Wis., from injuries received in a fall on July 14. Mr. Shea was a veteran grain commission merchant in Milwaukee and had been a member of the Chamber of Commerce since 1874. He was 78 years old at the time of his death.

STOVER.—Louis Stover died recently in Buffalo, N. Y. He was for years a grain broker, but retired from active business 20 years ago.

WHITE.—Heart trouble claimed Augustus J. White of A. J. White & Co., grain commission firm of Chicago, Ill., on August 5. Mr. White had been active on the Chicago Board of Trade for 40 years. In 1880, when 19 years old, he entered the grain commission business in the employ of G. P. Comstock. In 1884 he entered business for himself under the name of A. J. White & Co. His widow survives him.

FIRE-CASUALTIES

Zenith, N. D.—Fire on July 18 destroyed the elevator located at this point.

Honey Creek, Wis.—Fire damaged quite seriously the elevator and warehouse of George Babcock.

Stockton, Calif.—Fire damaged to the extent of \$8,000, the El Dorado Feed Yard here on July 7.

Comanche, Mont.—The State Elevator sustained a small loss when fire broke out in the elevator here.

Bricey, Minn.—Lightning struck and damaged to a considerable extent the Farmers Elevator here.

Johnson, Wash.—Slight damage was done by fire to the Pacific Coast Elevator Company's elevator here.

Piqua, Ohio.—Fire destroyed the plant of Harry W. Reitz on July 20. The fire was of unknown cause.

Avon, Pa.—Fire destroyed the grain and feed warehouse of Charles Z. Weiss with a loss of \$21,500.

Brooklyn, N. Y.—The Hughes Lumber & Grain Company's house was damaged slightly by fire on July 10.

Terrell, Texas.—Fire destroyed the warehouse of the Forney Hay Company recently. Loss amounted to \$19,000.

Neligh, Neb.—On July 27 lightning struck the plant operated by S. F. Gilman. The damage was comparatively slight.

Brandon, Minn.—The Farmers Elevator here was completely destroyed by fire on July 18 together with four carloads of grain.

Scottdale, Pa.—Damages were done on July 10 to the elevator at this place operated by F. V. Perry. It was of unknown origin.

Red Key, Ind.—Fire on July 10 damaged the elevator of the Red Key Equity Exchange Company. Fire was caused by lightning.

Mays, Kan.—The elevator here owned by the Colorado Milling & Elevator Company was damaged by fire on July 10. The fire started from friction in an elevator head.

Falls City, Neb.—Fire resulting from lightning on July 13 destroyed the Ed. E. Durfee Elevator here. The loss amounted to \$35,000 and included

27,000 bushels of grain, three trucks, two tractors and a touring car. Most of the loss is covered by insurance.

Akely, Minn.—Fire, the origin of which is unknown, destroyed completely the H. C. Ervin Company's elevator here on July 9.

Marlette, Mich.—The elevator of Thos. Wilson, Inc., was damaged seriously by fire on July 4. The origin of the fire is not known.

Poseyville, Ind.—Fire destroyed on July 11 the elevator of P. Reising & Sons, together with contents. The cause of the fire is unknown.

Verdon, Neb.—The elevator of the Farmers Union was destroyed by fire of unknown origin with a loss of \$5,000; of this \$1,000 was on grain.

Lowder, Ill.—On July 29 the elevator operated by the Farmers Elevator Company was totally destroyed by a fire of unknown origin.

Harrisburg, Pa.—On July 27, the warehouse of Mock & Hartman, grain and coal dealers burned. Loss was \$4,000, covered by insurance.

Weber, Kan.—One of the line elevators operated by the Bossemeyer Bros. was struck by lightning on July 24 and almost totally destroyed.

Washington, Iowa.—Fire of unknown origin destroyed with a loss of \$18,000, the elevator of the Washington Elevator Company on July 14.

Goodrich, N. D.—Lightning struck the elevator operated by the G. Doering Grain Company on July 25 and did serious damage to the property.

Wing, Ill.—A total loss was sustained by the Inland Grain Company on July 28 when its elevator was burned. The cause of the fire is unknown.

Omeme, Ont.—The elevator and storehouse of the John Douglas Elevator Company here was burned. The first started from a spark from a passing engine. About 1,000 bushels of grain were also burned.

Wakefield, Neb.—On July 28, the Farmers Co-operative Elevator Company sustained a small damage loss. Lightning damaged the cupola on the elevator, jumped to the motor and followed the wires to the switchboard.

Jamestown, Kan.—Fire on July 31 destroyed the elevator here owned by the Lindsborg Elevator &

Milling Company. The house contained 2,700 bushels wheat and corn at the time. It was operated by A. N. Reed of Jamestown.

Rothsay, Minn.—K. K. Peterson's elevator was destroyed by fire on July 27. Considerable feed was also destroyed. The origin of the fire is unknown.

Virgelle, Mont.—The elevator and warehouse of the Fisher Flouring Mills Company were totally destroyed when lightning struck the property on July 28.

Elkton, S. D.—The elevator here together with a large amount of grain and coal was destroyed by fire. The insurance of \$28,000 partly covered the loss.

Bunker Hill, Ill.—Fire on July 21 destroyed with a loss of \$25,000, the Farmers Elevator here. The business will be conducted temporarily at the old mill.

Litchfield, Minn.—On August 6, the Independent Co-operative Elevator Company sustained a total loss when its elevator burned from some unknown cause.

Hayfield, Iowa.—The engine room at the elevator of the Hubbard Grain Company was destroyed by fire. Damage was done to no other portion of the elevator.

Lowden, Iowa.—The Willert Elevator was struck by lightning on July 9 but with the exception of a large hole in the roof no damage was done. No fire resulted.

St. Paul, Minn.—The Tierney Elevator Company's house here was damaged slightly by fire on August 2. Part of the damage done was to the grain stored in the house.

Suffolk, Mont.—Fire of unknown origin destroyed the elevator of the Montana Elevator Company on July 28. Between 3,000 and 4,000 bushels of grain were destroyed.

Hugo, Colo.—Fire destroyed the Morrissey-Hoffman Trading Company's elevator. The loss amounted to several thousand dollars, and was partly covered by insurance.

Hamlet, Ind.—The Hamlet Grain Company sustained a small damage loss to its mill on July 31 due to fire which is supposed to have started from the cob house.

Scranton, Kan.—The elevator of F. E. Michaels was damaged by fire on July 19 to the extent of \$10,000. Spontaneous combustion is believed to have caused the loss.

Monroe, S. D.—The Reedy Elevator here with 15,000 bushels oats and 4,000 bushels corn was destroyed by fire, on July 14. A hot box is believed to have started the fire.

Oaktown, Ind.—Fire on July 17 destroyed the elevator of J. P. Sartor causing loss of \$40,000. In addition to the elevator 30,000 bushels of wheat stored in it were also lost.

Brandon, Vt.—Fire damaged the feed store of John McLain recently. The loss amounted to \$3,000. The fire started when some fire crackers stored in an adjoining building exploded.

Naperville, Ill.—Fire on July 16 destroyed the B. F. Boecker grain and feed elevator with a loss to owner of \$30,000. The fire started from an explosion of dust in the elevator.

Seymour, Texas.—The mill and some flour and feed of the Seymour Mill & Elevator Company were destroyed by fire with a loss of \$30,000. The cause of the fire has not been determined.

Correll, Minn.—Fire on July 12 destroyed the North Farmers Elevator. The fire is believed to have been started by sparks from a passing train. Part of the loss is covered by insurance.

Rich Hill, Mo.—The J. H. Anderson Feed Store was damaged by fire to the extent of \$1,000. The fire is believed to have been started by spontaneous combustion. The loss is covered by insurance.

Scott's Crossing (Delphos p. o.), Ohio.—Fire destroyed M. B. Lindemann's elevator on July 25. The flames had made considerable headway when discovered so that it was impossible to save the house.

Guthrie Center, Iowa.—Fire caused by lightning destroyed E. W. Miller's grain elevator together with 9,000 bushels wheat, corn and oats. The loss amounted to \$16,000. A new structure of same capacity as old one will be erected.

Amarillo, Texas.—The elevator of the Panhandle Grain & Elevator Company was destroyed by fire with a loss of \$35,000. It was an old plant formerly owned by the Amarillo Mill & Elevator Company and contained several carloads of old wheat.

NEW ZEALAND'S actual threshings up to May 20, 1922, according to Government compilations, indicate a total of 6,170,560 bushels of wheat and 3,213,041 bushels of oats for New Zealand. The average yields per acre are 30.78 bushels for wheat and 40.77 for oats. The Wellington District runs high on the wheat yield per acre, averaging 37.07 bushels, while 53.16 bushels of oats was the average yield of the Southland District.

HAY, STRAW AND FEED

DO NOT SERVE TEA TO LIVESTOCK

The United States Department of Agriculture does not agree with some livestock feeding specialists who recommend the serving of Alfalfa tea to young animals. The tea is made by pouring boiling water on hay and allowing it to steep for a few hours. The Department has gathered evidence which shows that there is nothing gained by the procedure. Some experiment stations have found that pigs made better gains when cornmeal and middlings were mixed with Alfalfa tea rather than water, but the additional gains were hardly enough to pay for the increased expense. Calves fed Alfalfa tea made poor gains and suffered much from scours. On the whole, the practice of making this tea for live stock should be discouraged, says the Department.

DOWNEY BROME GRASS

Indiana farmers have sent to the Experiment Station at Purdue, Ind., for identification, a grass known as the downy brome grass asking if this grass could be used for hay.

In reply A. A. Hensen, associate botanist, Agricultural Extension Department, says:

"Downy Brome Grass should not be used for hay under any circumstances, since it is a dangerous plant. The tip of each seed tapers into a long, slender hair that is equipped with tiny barbs which resemble the barbs on fish hooks when seen under a microscope. Farther west, where the grass is more plentiful than in Indiana, trouble has been experienced from the barbed hairs entering the eyes, nose and mouth parts of grazing animals, causing inflammation with consequent loss of sight and poor condition. The plant is also suspected of causing hairballs in stomach of animals, which may cause death."

RECEIPTS LIGHT

"The receipts of hay have been running very light this week," say Toberman, Mackey & Co., St. Louis, Mo., in letter of August 10. "Demand for ordinary grades of Timothy and light Clover Mixed hay is just as dull as it has been any time in the past but we are finding a much better demand for the better grades of Timothy and this class of hay is selling at top prices with the offerings light. There is going to be a good demand for the good grades of hay for some time but we cannot see how the demand is going to get any better on the lower grades. We think that money can be made on the good hay but it surely can be lost quickly on low grade hay. There is a good demand for choice Clover but the common Clover is plentiful and most hard to place. Alfalfa steady with a limited demand for the better grades only. Prairie hay is more plentiful but prices are unchanged—the demand being reasonably good. Straw in good demand."

SOY BEANS BECOMING BIG SEED CROP IN MIDDLE WEST

The soy bean is rapidly taking a place as a major crop in the farming systems of the corn belt, replacing oats to a considerable extent and taking part of the corn acreage. Although primarily used for forage, pasture, and ensilage, the growing of seed during the last few years has been a very profitable industry. The production of seed has now increased to the point where the supply greatly exceeds the demands for planting.

County soy bean associations, growers, county agents, and extension officials, notably in Illinois and Indiana, have concerned themselves in the development of a commercial outlet of the seed. As a result, the production of oil and meal from corn belt grown soy beans seems to be definitely assured for the season of 1922. Several mills in Indiana and Illinois have become interested in the possibilities of the soy bean as source of oil and meal. Two mills in Illinois have planned to use about 750,000 bushels this season, while other mills are planning on a smaller scale.

Although definite figures are not available on the acreage of soy beans in the various states, reports to the United States Department of Agriculture indicate very large increases in acreage for seed production and forage purposes throughout the northern and corn belt states. The possibilities of utilizing domestic grown beans for oil and meal no doubt had much to do with the large increase in acreage for seed. Such a commercial outlet affords the grower another cash crop as corn and wheat.

The various ways in which the soy bean and its products are utilized in the United States indicate a ready market for the commercial production of soy-

bean seed. Soy bean oil is largely used in the manufacture of soaps and paints, and it is also used in the manufacture of lard and butter substitutes, rubber substitutes, lineoleum, printing ink, and as a salad oil. The cake or meal is a superior cattle feed and of high value for human consumption.

ALFALFA IN KANSAS

The report issued by the State of Kansas on July 15 relative to condition of crops in that state stated that the second cutting of Alfalfa would amount to 743,000 tons of 81 per cent of a ton to the acre. The first cutting amounted to 1,184,000 tons. Those two cuttings have yielded 1,927,000 tons of hay, as against 1,490,000 tons last year. Based on assessors' returns of 1921, it is the belief of reporters that only about 80 per cent as much Alfalfa will be left for seed production or a total of 21,500 acres. The weather has been too wet thus far to favor a seed crop.

Harvesting of Prairie hay is under way. The yield will approximate 825,000 tons, or .95 per cent of a ton to the acre, from 871,000 acres. Last year 913,000 acres were cut and yielded 1,039,300 tons, or 1.1 tons to the acre.

Native grasses are affording excellent pasturage and live stock generally is in good condition and comparatively free from disease.

TELLS WHY CLOVER FAILS

The increasing difficulty of getting a stand of Clover can be overcome. "This great soil builder may once more take a dominant place in Missouri crop rotations, according to M. F. Miller, of the Missouri College of Agriculture in speaking of the Clover and Prosperity Campaign now in progress in eastern Missouri. It is more difficult to get a stand of Clover than it used to be. Most farmers know this, but the reasons are not so clear.

Probably the most widespread cause of Clover failure is the gradual decreasing fertility of the soil. Most any soil will grow Clover when it is new. Only a few soils will grow Clover readily when they are old. The farmer must find a means of increasing the fertility through the use of manure and phosphates so as to improve the chances for a Clover stand. Once Clover begins to take hold with regularity it can be grown with less and less trouble with succeeding years since Clover itself is the greatest soil building crop now known to Missouri farmers.

A second difficulty is that of soil acidity. Missouri soils are becoming more generally acid each year. Many are so acid at this time that Clover cannot be grown at all without liming. Where this is the difficulty there is nothing else to do but lime the soil.

A third difficulty, which is common to some lands, is the lack of proper drainage. Red Clover will grow only on well drained land. If it is impracticable to drain the land, Alsike Clover should be substituted for red. By far the best plan, however, is to bring about proper soil drainage.

There are other difficulties, but the ones given are the most important. Most of these are more or less under the farmer's control, and the great importance of Clover as a soil building crop warrants every effort the farmer can make to grow it.

HAY RECEIPTS BETTER AT ST. LOUIS

BY S. F. LARRIMORE

Receipts of hay in the St. Louis market were only moderate in amount during most of July, but were more liberal after the first of August. The quality of the shipments averaged rather low, a good part of it opening up heated. The quantity of good hay arriving at St. Louis in the past four or five weeks has been very limited and has brought a fair price. New Timothy has made up the bulk of receipts.

The Timothy market continues to rule rather steady, at \$17, to \$18. The medium and lower grades are in liberal supply and dull. Considerable hay is arriving in St. Louis that is in very poor condition.

Light Clover Mixed is in good demand on No. 1 light mixed. The lower grades are not wanted. Heavy Clover Mixed hay free from weeds is selling readily at quotations and has a ready market. Pure Clover is arriving in liberal quantities, with a very good demand for high grade Green Clover. The brown is rather dull. There is fair demand for No. 2 Clover at lower quotations. Alfalfa receipts have been light, and the local demand is exceptionally good, especially for No. 1. There is also a fair demand for milling dry green hay.

New hay began coming into the St. Louis in fairly

large quantities about the second week in July and was quoted at as much as seven or eight dollars per ton lower than old hay in Timothy, with proportional values for other hay.

HAY CROP REPORT

A recent report of the American Steel & Wire Company stated that hay in most instances is good to very good in the south Atlantic States, with a fairly heavy crop to be made.

Forage crops in the lower Mississippi Basin States continue to do well, although there are some pastures in Arkansas that are a little dry and short; the same condition obtains in Kentucky. Haylands are in a good to very good condition, and Clover and Alfalfa where grown is doing well.

A good corn and hay crop has been made in Texas. Pastures are in fine shape, livestock in good condition.

Haying in the New England States has progressed rapidly during the past two weeks and the crop is a heavy one. Clover is also very good in all of these states with slight exceptions. In this group of states, the State of Delaware, is complaining most this week, of too much moisture; this has interfered with the harvesting of hay.

In Pennsylvania, New York and New Jersey considerable progress has been made in harvesting the hay crop during the past week. While there is considerable Timothy to be cut, most of the haying work is over.

Most of the hay in the upper Mississippi Basin States has been cut and stacked, or taken care of, without damage due to untoward weather conditions. The crop as a whole, has been an exceptionally large one.

HAY DECLINED IN NEW YORK

BY C. K. TRAFTON

As a rule generally conditions in the hay market during the past month have been frequently unsatisfactory to virtually everyone concerned. In a word practically all developments have caused surprise and disappointment on all sides. At the beginning of the month, for example, there was only a limited business. It is true many buyers were manifesting fair interest and in some instances their bids were somewhat higher, and especially for choice grades of Timothy or light Clover Mixed, but nevertheless, they were much surprised and disappointed to find it impossible to accomplish anything noteworthy. Fact of the matter was, nothing of moment could be consummated because stocks were meager, receipts having been materially lighter than anticipated. It turned out that shipments from the interior had been insignificant because farmers had made light deliveries to country stations partly because their supplies of good old hay had been almost exhausted while harvesting of new was materially delayed by untimely rains and especially in the eastern states. As a consequence much of the hay received came via river or canal boats and embraced a large percentage of common or low grades and particularly in small bales which were not wanted by most buyers as usual. Of course, the dullness created little or no surprise among experienced dealers as practically everyone knows that nearly everybody concerned is in a waiting mood at this season. It is, for instance natural that buyers as a whole are rarely if ever willing to carry noteworthy stocks at the beginning of the new season as they anticipate declines as soon as the new begins to arrive. It was, of course, acknowledged by unbiased members of the trade that on this occasion a waiting tendency was especially warranted in view of the fact that hay had been selling at an admittedly high level. In short, hay was commanding more money than practically any other kind of feedingstuffs and especially when compared with mill feed, oats, corn and barley. Because of the wide price difference between hay and the other staples it was small wonder that numerous buyers declared they were feeding hay in a sparing fashion.

Late in the month there was a seasonable readjustment, prices having been lowered somewhat toward a new crop basis. This was more especially true of ordinary grades which were in larger supply and slow of sale. This was caused partly by slightly larger receipts of new which arrived in part by river and canal boats. Part of this hay had to be sold at a discount as it showed discoloration because of rains at harvest time. On the other hand, strictly choice descriptions in large bales were not conspicuously depressed as little old hay came in by rail. In view of the facts described there was naturally much irregularity, making it difficult to obtain reliable quotations, and notably for common or inferior qualities. It was claimed that many farmers and shippers were still unwilling to sell on the ground that labor and transportation were still too high. As a consequence the breach between buyer and seller has been uncommonly wide.

There was a spectacular decline in straw which was largely the outcome of the transition from the old to the new crop basis. In a word, old straw was dropped as there was practically none available, but on the other hand, new was in much larger re-

ceipt as result of the better weather. Because of this, offerings were decided larger with prices declining rapidly. In addition, there has been striking irregularity as offerings on some roads have been far heavier than on others. At terminals where choice long rye was still scarce sales are made as high as \$23 but on other terminals where the supply was somewhat larger sales were reported as low as \$19.

CHICAGO NEEDS HAY

In their letter of August 11, Albert Miller & Co., of Chicago say: Continued light arrivals has caused the trade to draw on local supplies to fill daily requirements. Supplies in hands of dealers are now about exhausted and unless there is soon an increase in receipts sharp advances in prices are bound to come.

Rush all your loadings to Chicago for the present and take advantage of present conditions which are developing much in the shipper's favor.

CONDITION OF HAY MARKETS*

We have received reports from 34 different states and beg to submit, herewith, the substance, in condensed form, of these reports:

Fred E. Hall, Houlton, Maine, reported June 19 "Summer of 1921 produced about a 50 per cent hay crop, not over 5 per cent left on hand. 1922 promises a normal hay crop of good quality."

S. E. Hinsdale, Burlington, Vt. "Last year's hay crop so light we had to ship in hay for local consumption. Usually several hundred carloads are shipped out. There is an abundant hay crop here this year and we are of the opinion there will be plenty of eastern hay to cover New England requirements this season."

J. W. A. Gordon, Boston, Mass. "Early prospects were for 50 per cent hay crop. Later heavy rains benefited the growing and it is now estimated the crop will be normal or better. Old crop practically cleaned up."

Herman W. Allen, New Haven, Conn., reports a large crop last year so that baling was started in that section. Old crop cleaned up. Prospects are for bumper crop this year.

Frank E. Potter, Riverpoint, R. I. "No old hay left, 80 per cent or 90 per cent of farmers buying hay before new crop ready to use. Looks like a normal or better crop for 1922."

Geo. W. Haxton, Oldfield, N. Y. "Old hay crop practically cleaned up. New crop promises to be fair average crop."

J. C. Overfield, Newark, N. J. "New Jersey this year will harvest a normal crop of hay. Most of same will be Clover Mixed; Alfalfa a good crop and being harvested in good shape."

F. Lamour, Philadelphia, Pa., estimates nearly all old hay local to Philadelphia marketed. Still some old hay in farmers hands farther away, some covered with new crop. New crop mostly Clover Mixed much of early cutting damaged by rains. Mr. Lamour sounds a note of encouragement as follows: "The working conditions here in Philadelphia very much improved. Believe there are as many horses on the streets as a year or two ago. Some claim horses are on the increase."

Geo. E. Morrison, Baltimore, Md., estimates less than 5 per cent of old hay in farmers hands and says: "We judge this to be the greatest clearing of barns in the history of the hay business in this section. Outlook for new crop best in 10 years, mostly Clover and Heavy Mixed."

W. S. Hoge, Washington, D. C. "Very little old hay left. New crop an average one mostly mixed."

C. F. Morriss, Richmond, Va., writes very interestingly of prices paid through the year of conditions in general, etc. A good letter deserving publication in full but space will not permit. Virginia shipping sections report 90 to 95 per cent old crop cleaned out. New crop promises good. Mr. Morriss is an optimist through and through.

E. J. Stout, Clarksburg, W. Va., reports an exceptionally good new crop, estimated about 20 per cent above normal. All old crop cleaned up.

C. T. Hellinger, New Bern, N. C., reports practically no hay grown in North Carolina other than pea vine hay. Rates his state as a hay consumer rather than a hay producer. Estimates the demand for hay this season will be as good as the past.

W. H. Clark, Spartansburg, S. C., reports that South Carolina ships most of its hay in from the West and thinks the demand this season will be as good as previous ones. Mr. Clark has some complaints to make regarding the shipments into his territory falling below grade.

S. E. Clement, Mobile, Ala., is a buyer of Alfalfa from the West and has grief about freight rates. (Who has not?) Practically no old stocks of hay in Alabama.

W. Howard, Jacksonville, Fla., writes that his state is in the hay consuming class. Demand is almost entirely for No. 1 Timothy and No. 1 Clover Mixed.

J. O. Mathewson, Ashland, Ky. "No hay raised

here, country devoted to mining. Demand principally for Ohio and Michigan hay."

Cliff S. Martin, Wooster, Ohio, reports new crop better than average in quality and tonnage in Ohio will have the greatest crop of mixed hay that has been marketed for years. Timothy hay will be weedy and not so heavy a crop. Old crop cleaned out. Mr. Martin has some good ideas about marketing new hay from the fields.

Avon Burk, Decatur, Ind., estimates the old crop cleaned out. 1922 crop good as to quality and quantity. Estimates percentage of new crop as follows: Clover Mixed 50 per cent clear Clover 10 per cent, clear Timothy 30 per cent, Light Mixed Alfalfa, etc., 10 per cent.

W. E. Wade, Paris, Ill. Very little old hay left. New hay going up in good shape. Large crop of Clover but Timothy light.

W. J. Armstrong, Milwaukee, Wis., estimates not over 10 per cent of old hay left in Wisconsin. New crop away above average in quality and quantity.

D. C. Bridgman, Jackson, Mich., reports old crop closely cleaned up. New crop extremely heavy. Percentages estimated, Clover 50 per cent, Mixed 25 per cent, Timothy 25 per cent.

P. J. Malkerson, Minneapolis, Minn., reports new crop better in quality and quantity than last year. Old hay entirely exhausted and have been shipping hay in for several months.

P. N. Parsons, Omaha, Neb. "Old hay crop practically cleaned up. New crop all taken care of in good shape."

L. Anderson, Presho, S. D., reports new crop, Salt Grass hay better in quality and quantity and looks for a good business a little later on.

D. M. Bachman, Iola, Kan. "Old hay crop marketed. New crop looking good. Clover is good, Timothy fair, Alfalfa, average. This is a Prairie hay producing section."

E. S. Adkins, Muskogee, Okla. "Old hay all cleaned out. New crop light in yield but good in quality."

Ed. Stockton, Little Rock, Ark. "No old hay left in this territory. New crop excellent in quality and yield normal."

D. J. Shrecengost, Roswell, N. M., does not know of a single carload of old hay left in his territory. Writing of Alfalfa, first cutting taken care of and marketed, second cutting under way. June 13.

N. A. Anderson, Denver, Colo., reports old crop Alfalfa practically cleaned up. New crop about an average as to quantity; quality will depend largely on weather conditions which were favorable. June 24, 1922.

W. A. MacDonald, Mesa, Ariz., reports all Alfalfa cleaned up. New crop, first, second and third cutting finished by end of June. Much of it already marketed.

David Macaulay, Sacramento, Calif., writes that all old crop, grain, hay and Alfalfa was cleaned up before the new crop came on. New crop of Alfalfa, grain and hay about normal.

Bert Usher, Great Falls, Mont., reports about 2 per cent of old hay crop on hand, barely enough to carry until the new crop moves. Prospects good for large new crop of Alfalfa, Timothy and Prairie hay.

W. E. Galbraith, Seattle, Wash., reports the large 1921 crop mostly consumed at home. A little shipped to Atlantic Coast. Practically cleaned out. Prospects not bright for new crop on account of lack of moisture. New crop will be considerably short of 1921.

A feed business is being conducted at Leachville, Ark., by Prewett & Rogers.

A new retail feed store has been opened at Texarkana, Ark., by J. C. Young.

The Kay-Steffner Feed Company has been dissolved. It was operating in West Virginia.

A feed store is to be opened at Gering, Neb., by the Armstrong Bros. succeeding Ed Gering.

The Johnson Shop and Feed Mill at Lebanon, Kan., is under the direction of Marion Oswald.

The Ellis Feed Company is succeeded at Paragould, Ark., by the City Feed & Bottling Company.

The feed and produce business at Plattsburg, Mo., has been sold by Edgar Sims to the Walker Bros.

A wholesale feed and flour business is to be conducted at Clarendon, Ark., by J. L. Simpson & Bro.

The feed mill department of Lee Stratton at Cawker City, Kan., is being equipped with an elevator.

A hay shipping business is to be conducted at Columbus Grove, Ohio, by J. L. Turner, hay shipper.

A new feed store has been opened between Rupert and Quinwood, W. Va., by G. E. Smith and H. H. Morrison.

Capitalized at \$10,000, the Thomas S. Winn & Co., have incorporated at Richmond, Va. Thomas S. Winn is president and A. E. Edwards, secretary. The company will handle feed.

The building at La Verne, Calif., formerly occupied by the La Verne Feed & Fuel Company is now occupied by the Western Warehouse & Brokerage

Company. It will be the company's local distributing point for hay, feed, etc. C. R. Crosswell is manager.

W. G. Moorhead succeeds C. E. Arthur as manager of the feed department of Van Wie & Moorhead of Chicago.

To deal in feed and flour in carload lots the Consumers Flour & Feed Company has been incorporated at Chicago, Ill.

The Princeton Flour & Feed Company of Princeton, Ill., is to be conducted by the De Doncher Bros. of East Moline.

A feed and hay business is to be conducted at Johnsonburg, Pa., by J. B. Kirkpatrick. He will erect a warehouse there.

A feed milling and mixing plant is to be erected at Del Mar Station, Calif. K. M. Swearingen is head of the new concern.

A feed and flour store is being opened at Superior, Neb., by G. L. Trotter. He will operate it as George's Produce House.

A feed store and building at Walnut Springs, Texas, has been purchased from T. A. White by W. J. Gesdin, formerly of Hico.

J. L. Tent, H. H. Butz, and G. L. Moody have incorporated at Fort Stockton, Texas, as the Fort Stockton Alfalfa Association.

The Oldson Feed Store at Edna, Kan., is now being operated by Wilmoth & Son. C. S. Carlton has retired from the feed business.

The dissolution of the partnership of T. W. Harold and Ambrose Hardy doing a hay business at Richmond, W. Va., has been consummated.

George M. Huffker has opened a feed and flour store at Tooele, Utah. The company will handle a complete line of poultry feed, bran, flour, etc.

A modern feed and flour mill is to be erected at Kittanning, Pa., for L. Pollock. The building will be 70x129 feet, three stories high of brick construction.

Capitalized at \$5,000, the Moore Feed & Seed Company has been incorporated at Ashland, Ky. The incorporators are Harry S. Moore, Watt M. Pritchard.

A feed and flour business, wholesale and retail, is to be conducted at Carthage, N. Y., by W. H. Shannon. He will erect a new building to house his business.

E. A. Novak has been chosen sales manager of the Parry Products Company of Milwaukee, Wis. Mr. Novak for 20 years has been selling to farmers in the East through dealers.

A new building is being erected by the Valley Feed & Supply Company of San Gabriel, Calif., to facilitate its growing business. The firm also opened a branch office at Arcadia.

To manufacture feed, flour, etc., the Arkport Milling Company has been incorporated at Jamestown, N. Y., capitalized at \$20,000. A. G. Nordstrom, J. L. Anderson and J. A. Anderson are interested.

The Brown & Oglesby Feed & Grain Company of Pine Bluff, Ark., has changed its name to the Shell-Ross Flour & Feed Company, Inc. The owners are C. I. Shell, manager, and Walter Ross and Ernest Ross.

Capitalized at \$25,000, the Cash Feed Company, Inc., is to be incorporated at Orlando, Fla. A. R. Jones is president; A. N. Jones, vice-president; Manuel Jones, general manager, secretary and treasurer.

Offices have been opened at Pittsburgh, Pa. by Franklin J. Connolly formerly with the Taylor Brokerage Company, who will operate independently. He has been in the feed and flour business for 20 years.

The feed plant of the Cowichan Creamery Association, Duncan, B. C., is being remodeled. A bulk storage grain elevator is also being erected. The J. J. Ross Mill Furnishing Company has installed the equipment.

Ericsson & Starr and Paul J. Reiger of Los Angeles, Calif., have consolidated and are conducting a strictly wholesale business in hay at Los Angeles. Mr. Reiger was formerly in the wholesale hay business as were Ericsson & Starr.

The Pioneer Feed Company has been organized at Elkhorn, Wis., by Will A. Foster, well known in feed and dairying circles and formerly with the Murphy Products Company. He is having plans drawn for a modern specially equipped mill at Elkhorn.

The Morgan Feed Company has been incorporated at Elk River, Minn., capitalized at \$25,000. The incorporators are Lewis C. Morgan, Ralph R. Richner, William H. Graves and Mary A. Graves. A new elevator and large storage warehouse are to be built by the firm.

A large warehouse to be used for storing hay and straw is to be erected at Van Nuys, Calif., for the Fernando Valley Feed & Fuel Company. In addition to the large distributing and storage plant, the company operates a warehouse and bean cleaning plant at Owensmouth.

*Report of W. G. Moorhead for state vice-presidents at the meeting of the National Hay Association, July 26.

COAL

COAL PRODUCTION

The week of July 31 saw coal production started at an increase of 25 per cent over that of a week before. The coal loadings on the first day were 14,768 cars compared with an average of 11,000 and a day's record since April 1 of 17,000.

Geological survey estimates place the production the week previous to that of July 31 at 4,000,000 tons. An improvement of 25 per cent would mean an output of 5,000,000 tons.

The increased loadings were most marked in the Allegheny and West Virginia regions and in southern fields around Birmingham, Ala.

TO FINANCE COAL

A recent newspaper report from New York City was to the effect that New York banks have come to the rescue of the public in the coal emergency and have pledged themselves to underwrite the cost of all coal Washington assigns the entire state. Eugene R. Outerbridge, chairman of the governor's coal commission, in making the above announcement would not disclose the personnel of the syndicate, but indicated it embraced the leading banking houses of this city, and was organized under pressure last week to provide Governor Miller with proper financial backing for his conference on coal with Herbert Hoover.

ASSOCIATION OFFICERS

Coal associations in various sections of the country have been holding their annual conventions and election of officers. The Merrimack Valley Retail Coal Dealers Association elected the following officers: President, M. P. Moore, Manchester, N. H.; vice-president, Charles W. Gray, Portsmouth, N. H.; secretary, Charles B. Bodwell, Manchester, N. H.; treasurer, W. H. Shedd, Nashua, N. H.

The Pennsylvania Retail Coal Merchants Association reelected its old officers as follows: President, Samuel L. Crowell of Philadelphia; vice-president, Walter L. Montgomery of Harrisburg, Pa.; secretary, Welling M. Bertolet, Reading; treasurer, J. Arthur Strunk, Reading.

At its twenty-seventh annual convention, the Illinois and Wisconsin Retail Coal Dealers Association elected R. H. Jones, Kenosha, Wis., president; R. B. Herring, Hinsdale, Ill., vice-president; C. S. Dodge, Monroe, Wis., treasurer.

The new officers of the Long Island Dealers Association for the ensuing year are: H. H. Thinkham, Amityville, N. Y., president; W. R. Pettit vice-president; George Adams, treasurer.

RESTRICTING PROFITEERING

At a conference of Federal and Pennsylvania state officials at Washington on August 9, it was decided that Pennsylvania must regulate the price of coal mined and consumed within the borders of the state.

That decision was reached after several hours of discussion by Secretary Hoover and Henry B. Spencer, Federal fuel distributor, W. D. B. Ainey, chairman of the Pennsylvania Public Service Commission, and a score of coal operators representing all the tonnage produced in Pennsylvania.

The conference was called by Mr. Hoover after it was decided on Monday, following a meeting with Pennsylvania operators, that state authorities should be consulted since the vast majority of coal now being produced in the state is consumed within its borders. At that meeting it developed that responsible operators were generally adhering to the Hoover fair price of \$3.50 a ton, but some operators were charging as high as \$7 and \$8 for coal.

Although spokesmen for the operators assured the Government officials of their desire to co-operate in holding down coal prices, they argued that \$3.50 was not a fair price in some districts where production costs alone had mounted much higher than that figure. It was intimated after the meeting that prices in the different districts may be fixed by the state to meet the local conditions.

COAL FROM WALES

To those who have been fostering a hope that, in case of a prolongation of the strike of the anthracite miners and subsequent dwindling down of our coal reserve, they would be able to replenish their bins with anthracite from Wales, the following statement of Consul A. B. Cook at Swansea, Wales brings no encouragement. The total output of Welsh mines, by the way, is scarcely one-twentieth of the normal output of American mines.

"The anthracite coal deposits of the United Kingdom are almost exclusively confined to a small area of South Wales, in the counties of Pembroke, Carmarthen, and western Glamorgan. The only other anthracite deposits of the country are small beds

of inferior anthracite in Scotland. The output of anthracite in South Wales in 1921 was 4,231,000 tons. Normally about two-thirds of the output is exported. The exports of anthracite from the port of Swansea for the first five months of 1922 totaled 559,937 tons. These exports were shipped principally to France, Italy, and Belgium.

"The local export trade states that there are no appreciable stocks of anthracite on hand; that all coal brought to the surface finds immediate sale at good prices; and that, in fact, it has demands now which it can not supply owing to the limited amount of anthracite mined. During the current week there was shipped the first cargo of anthracite from Swansea to a port of the United States, consisting of 4,000 tons of 'cobbles' and 'nuts.' Local dealers report many inquiries from the United States and Canada."

HOOVER'S COAL DISTRIBUTION PLAN

Secretary Hoover has formulated a plan which he has sent to the governors of the different states for the regulation of coal distribution. A summary of the plan is as follows:

The Federal Government will limit its activities in coal distribution entirely to interstate questions. Mr. Spencer has been appointed fuel distributor, not fuel administrator, because the Federal distribution is concerned with coal distribution between the different states, not with coal administration in the sense of the war organization.

The control of coal distribution to individual consumers within the state boundaries is entirely in the hands of state authorities except for railway coal.

The methods of handling coal for railways responsible to the Interstate Commerce Commission will be determined directly from Washington in maintaining interstate commerce.

Distribution problems vary in different groups of states; that is in New England, Middle Atlantic, Southern, Middle West, Northern Lake States, Inter-mountain and Pacific States. The last two groups are able to look after themselves and are not now embraced in active administration.

Each state outside the latter groups has been requested to canvass its situation as to stocks and requirements in order of the priority in different classes—public utilities, public institutions, households and industrial coal.

Each state has been asked to make such rules and regulations as it may see fit to control speculation and distribution within the boundaries of the state. It has been suggested that the co-operation of their state wholesale and retail coal dealers' associations should be secured. The Federal Government has no authority and can exert none in this matter beyond moral pressure.

Each state that must import coal from other states has been asked to create a central state agency or committee for the purchase or guarantee of purchases of coal that may be imported into the state from other states or from abroad, all coal to be assigned to an agency designated by the state. By this arrangement a great deal more mobility is given the state authorities in shifting coal to meet its local emergencies. Furthermore, this arrangement will remedy the financial impossibility of asking coal producers to ship to strange consumers whose reliability must be established. The repudiation of coal during the last strike caused great losses and litigation.

The Federal fuel distributor will place these state central purchasing agencies or committees in contact with the coal producers in states of coal surplus and will undertake to see that coal is sold to the central purchasing agencies at a fair price. The state purchasing agencies will indicate the destinations within the states to which coal is to be shipped.

The Federal distribution will prorate the available supplies between states following the general basis of priorities declared by the Interstate Commerce Commission.

Where coal is already flowing through natural channels to priority concerns approved by the state agencies, it will continue, but it will form part of the state quota.

The whole plan is one of complete decentralization into the hands of the state authorities, the Federal agencies acting solely in interstate commerce.

COAL OUTLOOK

The *Black Diamond* in its review of the coal situation for week ending August 5 said:

Owing to the fact that the Government's plan to control prices and the distribution of coal during the present crisis through the allotment of cars has not as yet begun to function properly, much confusion reigns in the coal trade throughout the country. The movement inaugurated by Secretary Hoover being as yet in its infancy, nobody in the various districts seems to be able to plan a definite program.

Although there is a strong desire on the part of most state officials and others to lend every aid possible in carrying out the plan evolved by Mr. Hoover, not much seems to have been accomplished. However, the movement seems to have gotten well under way and it is expected that the wheels of the organization now being formed will run more smoothly within a week or so.

Despite the warnings, ukases, orders and rules promulgated and issued by Mr. Hoover and his aids regarding maximum prices to be charged, there still seems to be a disposition to accept such high prices as anxious bidders are willing to pay. In fact, coal is being sold in every mining district now working at prices far in excess of those stipulated by the Secretary of Commerce as permissible. Some there are who have been able to buy coal at the figures named as fair and reasonable, but in the majority of cases such purchases have been made in conformity with agreements or contracts entered into prior to the Washington

decision to regulate the coal trade. It is true that Hoover prices are being quoted in the various districts, but it is also true that higher prices are being asked and obtained.

Stocks of coal are becoming alarmingly low in many sections, notably in the Northwest. Public utilities in several Wisconsin cities are on the verge of closing down through lack of fuel. More than 30 freight carriers on the Great Lakes have been laid up through lack of bunker coal.

In the export trade, the flurry which was indulged in last week in British coal has died down. Much British coal is still being offered, but few if any commitments have been made during the last week. Tonnage ordered during the rush for the British product is being offered freely in the east, but is finding few buyers. As a result of the indifference to British coal both quotations and vessel rates are down materially. Those who were so anxious last week to buy British coal are out of the market, awaiting the result of the Government's action in taking over the coal trade.

Production in West Virginia is rapidly getting back to what it was prior to the rail shopmen's strike. There is a great scarcity of spot coal and this fact has resulted in an increase in prices, although the general rule is to quote prices established by Mr. Hoover. Congestion is still a big factor in retarding the movement of coal, but conditions in this respect are not as bad as last week and are improving daily. In the smokeless region, production is at about 50 per cent, being held down because of the car shortage and congestion at terminals. Prices were booming up to the time the government stepped in, when they receded. During the last day or so, however, prices again have become stronger. Free coal is very scarce, as the most of that being produced is going to fill priority orders.

In northeast Kentucky, production is still greatly retarded by the railway situation and prices cover a wide range. In the western Kentucky field demand is exceedingly keen, but those on the priority list are getting the majority of the output. Retailers who have been forced to buy in the open market have had to pay far in excess of government prices. Coal going to fill priority orders, however, is being held down to the Hoover maximum.

The retail coal business and grain business of J. H. Stickney at Iowa Falls, Iowa, is now owned by M. O. Hocum.

The interests of Wilber Robine in the Peck Milling & Coal Company at Cassopolis, Mich., were sold by him to R. F. Peck.

The retail coal business at the grain elevator of Dozler & Morris at Primghar, Iowa, has been purchased by J. S. DeVries.

The retail coal and grain business of Stephen Smedley & Son at Glassboro, N. J., has been purchased by Schreiber & Campbell.

The retail coal business and grain elevator of J. G. Stewart at Nekoma, N. D., has been purchased by the Northwood Elevator Company.

The business of the Lawrence & Harden Company at Sussex, N. J., is now being conducted by the Consolidated Feed, Coal & Lumber Company.

The retail coal business and grain elevator of S. W. Cissna & Son at Washington Court House, Ohio, has been purchased by the McDonald Company.

The interest of George Siple in the retail coal, lumber, and grain business, operated as G. H. Siple & Co., at Otsego, Mich., has been purchased by William Drew.

The San Pierre Grain & Farm Supply Company was recently incorporated at San Pierre, Ind., capitalized at \$20,000, to deal in coal, building materials and grain.

Capitalized at \$16,000, the H. W. Linder Grain Company has been incorporated at Lonsant, Ill., to take over the retail coal and grain business of H. W. Linder. Howard Stotler, Conrad Linder, Henry Linder and H. M. Taggart are interested.

The retail lumber and coal business of the King Wilder Grain Company at Wheatland, Iowa, was purchased by the Equity Co-operative Trading Company. The King Wilder company will continue its grain business.

The Crystal Lake Lumber & Coal Company has been incorporated at Crystal Lake, Ill., to handle coal, lumber, feed, building materials, etc., capitalized at \$50,000. M. Cohn, Samuel Wolberg and Charles E. Corn are interested.

The coal and grain firm of Davis Bros. & Stevenson at La Rose, Ill., has changed its name to that of the Davis Bros. & Hyde. M. B. Hyde has purchased the interest of G. T. Stevenson.

The interest of Drew & Hargreaves in the retail coal and grain business at Emington, Ill., has been purchased by William Robinson. The business which has been operated as Robinson, Drew & Co., will be conducted under the name of the Robinson Grain Company. Horace Robinson has retained his interest.

FIELD SEEDS

FORAGE PLANT SEED IMPORTS

The following table shows the seeds permitted entry into the United States under the Seed Importation Act during the month of July 1922 and the same month in 1921:

Kind of seed.	1922. Pounds.	1921. Pounds.
Alfalfa	1,553,100	89,200
Canada Bluegrass	1,000	1,000
Alsike Clover	44,300	17,800
Crimson Clover	11,000	198,200
Red Clover	185,800	744,500
White Clover	79,000	133,600
Grass mixtures	153,400	40,100
Broom-corn millet	366,700	38,500
Rape	2,200	2,200
Redtop	84,000	16,300
English rye grass	13,800	13,800
Italian rye grass	89,200	89,200
Timothy	91,900	108,400
Hairy vetch	10,800	10,800
Spring vetch		

MOVEMENT OF KENTUCKY BLUE GRASS
SEED BELOW NORMAL

The 1922 crop of Kentucky Blue Grass seed is not being sold as freely by growers in Kentucky and Missouri as was the crop last year. In some important stripping areas in Kentucky where the crop is large, less than 5 per cent had moved from growers' hands by July 25. In other sections of Kentucky approximately 25 per cent had been sold but the bulk of the crop has been pooled in the expectancy of higher prices later. Although in the vicinity of one or two important shipping points in Missouri 60 per cent or more of the crop is reported to have been sold by growers, in most of the other sections only 10 per cent to 15 per cent has been sold.

Prices prevailing about July 25 were much lower than last year, being mostly \$1.25 to \$1.50 per bushel for rough, cured seed compared with \$2 to \$2.50 last year. Little or no change occurred in prices offered to growers during the last two weeks of July.

The quality of the seed in Kentucky and Missouri is much better than it was last year and undoubtedly will shrink less in cleaning.

A COLORADO WEED SEED WARNING

Putting in fall wheat? If so, do you know anything about the seed? Has it been tested for purity and germination? Does it contain wild oats, bindweed, Russian thistles, sunflowers or other noxious weed seeds that will cut down your yield and increase the dockage when you market the crop next summer?

These questions are being put to wheat growers by the Colorado Seed Laboratory, which is equipped to make tests for farmers free of charge, that will often save them hundreds of dollars on a single crop. The 1921 wheat crop of Colorado was approximately 22,000,000 bushels. The estimated loss of yield in the United States on Spring wheat due to weeds was 12 to 15 per cent, and on Winter wheat, 5 to 9 per cent. Using the lowest figure in each case, Colorado's loss in yield due to weeds last year was 1,000,000 bushels. The loss due to dockage, on account of weed seeds, based on U. S. estimates, was more than half a million bushels to Colorado farmers. Testing the seed would have avoided the major portion of this loss.

Procure a sample of not less than one pound, says the Laboratory to wheat growers; be sure it is representative of the bulk of your seed. Take small portions from various parts of the bin, mix and send the entire sample, addressing it to State Seed Laboratory, Fort Collins, Colo. A test for germination and purity will be made. It requires about 10 days to have this done, and there is no cost for the service. A test in time will save the farmer money and worry.

RETAIL SEEDS SALES INCREASE

General improvement in business conditions is given as the reason for the increase in sales of seeds during the selling season of 1922 over that of 1921. Another factor in this increase in sales is that of more promising outlook for agricultural products this year.

The seeds for which the greatest general increase in sales is noted, according to data obtained by the United States Department of Agriculture, are Sweet Clover, Sudan Grass, and Soy Beans. Sales of other seeds are affected somewhat by the more extensive use of these crops in new as well as old areas where they are being substituted for Red and Alsike Clover, Millets, and Oats, and possibly other crops, in the crop rotation in many sections of the country.

Sales of Red Clover, Alfalfa, and Timothy seed

were larger than last year in practically all sections while Alsike and Crimson Clover on the whole were smaller. Kentucky Blue Grass was greatly affected by the abnormally high price and short supply. Millet seed sales were erratic, some varieties being more in demand in a specific section than others. Cowpea sales increased appreciably in most sections although sales in the Southeastern States are reported to be 10 per cent less than last year and 8 per cent below normal.

MEADOW FESCUE SEED PRICES DECLINE

A normal movement of the 1922 crop of Meadow Fescue seed has occurred since threshing began about June 30, and it is estimated that approximately 55 per cent of the crop has already been sold by the growers. In the opinion of country buyers and others this year's crop of re-cleaned seed will be about twice as large as that of last year.

The quality is considered to be much better not only because of favorable weather during the growing season and at harvest time but also because growers exercised more care in the selection of their seed for sowing. During recent years the shrinkage in re-cleaning the crop has been unusually heavy, resulting in considerable loss to the growers.

Prices to growers declined 2 cents or 3 cents during the two weeks prior to July 25. Only about 4 cents per pound for re-cleaned seed was being paid on that date, and there were not many buyers even at that price.

SELL SEED FOR SUMMER PLANTING

"That summer seeding of Alfalfa, Clover, and grasses gives good results is often overlooked by farmers who are in the habit of seeding Timothy in the fall and Clover in the spring with the cereals," according to L. E. Thatcher, assistant agronomist at the Ohio Agricultural Experiment Station.

"Ideal conditions for a good catch of these crops," Mr. Thatcher continues, "are obtained by plowing or thoroughly disking oat or wheat stubble or early potato land soon after harvest and preparing a firm, moist seed-bed by harrowing and rolling.

"The seed may be broadcast and covered lightly with a weeder or harrow. The use of a grass seed disk drill is not always satisfactory on a freshly prepared seed-bed, because it may cover the seed too deep.

"Hairy Vetch or Hairy Vetch and rye give best results seeded about August 10 to 20, and should not be seeded later than September 15 at the latest."

SLIGHT CHANGES IN ENGLISH SEED LAW

A few minor changes will be made to the English seed regulations which went into effect on August 1, 1921. The conference at which these changes were decided upon was held for the purpose of considering the effect of the new seed law. The new regulations will remain in draft form for 40 days, after which they will be made and presented to both houses of Parliament. The changes include the following affecting grass and field seeds:

Withdrawal of the necessity for stating the percentage of pure germinating seed or "real value" in case of grass or Clover seed.

Allowing Alsike Clover and White Clover, when grown together, to be treated, for the purposes of the regulations, as one seed, provided they are declared to having been grown together.

Requiring for the purposes of testing, sprouted cereal seeds to be treated as an impurity.

Copies of the draft regulations may be obtained from the Secretary, Ministry of Agriculture and Fisheries, 10 Whitehall Place, London, S. W. 1.

MOVEMENT OF ORCHARD GRASS SEED
SLOWER THAN IN 1921

The movement of Orchard Grass seed is even more belated than last year despite the fact that it was harvested earlier. In some sections but little seed had been threshed up to July 25 and in other sections threshing operations were in full swing or nearly completed.

The 1922 crop is much larger than that of last year and sales were somewhat disappointing this spring. These factors along with others have tended to cause dealers to take a passive interest in the crop and refrain from making any but nominal bids for seed held by growers.

The market had not become established by July 25, although prices for country-run seed ranging from 75 cents to \$1.25 per 100 pounds were being offered occasionally to growers in the Kentucky,

Ohio, and Missouri districts. Threshing had not progressed sufficiently in Virginia for buyers to become interested in the seed that was harvested in that state.

The quality of the 1922 crop in practically all districts is considered to be better than last year. The carryover of old seed by growers, particularly in the Ohio and Virginia districts, seems to be somewhat larger than usual. No Orchard Grass seed was permitted entry under the seed importation act during June and July.

SEEDS GENERALLY LOWER IN NEW YORK

BY C. K. TRAFTON

There has been no general activity in the market for field seeds during the month under review, and with reports on some of the new crops highly favorable, it is by no means surprising that the ruling trend of prices has been downward. Two conspicuous exceptions, however, are found in the cases of White Clover and Crimson Clover.

Red Clover has declined about 2 cents, largely because of favorable crop prospects. With Toledo prices at the year's lowest levels buyers have generally held off, although there has been a little scattered buying from the south owing to the high prices ruling for Crimson. However, spot stocks are meager and Europe is still offering sparingly at high prices. In fact, Germany is offering nothing and Italy quotes 17½ cents c. i. f. N. Y., or practically the same as the spot price. No interest is shown in French seed as little has been heard as yet regarding the new crop. The arrivals for the month were only 25 bags from Italy, against 387 bags from Germany during June.

Crimson Clover has scored an additional advance of 1 cent or more as a moderate southern demand has caused a further reduction in stocks. In ordinary seasons arrivals from abroad are fairly heavy at this time, but only 300 bags were received on one steamer from France, comparing with the June total of 420 bags. Although samples of the new French crop show good quality, the outlook is confirming predictions of a small yield. Hence offerings are small and too high to permit of business. A month ago shippers were quoting 13½ to 14 cents c. i. f. N. Y., but latest offers range from 17½ to 19 cents, which is about the same as the local spot quotation on Red Clover.

White Clover was conspicuously strong, advancing about 7 or 8 cents. Dealers on the seaboard and elsewhere have been eager to anticipate their spring requirements, partly because of bad crop reports from Wisconsin, and because they do not wish to repeat their unfortunate experiences of the preceding season. Moreover, foreign advices have been decidedly strong. It is practically impossible to secure good seed in Europe. Samples received show poor quality, for which 38 cents is asked for small lots—generally three to five tons, against 10 to 20 tons ordinarily. The arrivals were slightly larger, 255 bags, against 60 during June.

Alfalfa has declined about 2 cents owing to slow trade, although some business has been done with western and seaboard buyers. The import situation has been strong. Arrivals were only 6,310 bags, against nearly 13,000 during June, and for future shipments 12 3/4 cents c. i. f. is asked for choice seed, compared with 11½ to 12 cents a month ago. Fair average quality is offered at 12½ cents. The offerings are small and it is evident that supplies in Argentina are well cleaned up. Shippers there report sales to France, Germany and Africa. Higher prices are current in Africa for seed that does not come up to the Argentine grade.

Fancy Kentucky Bluegrass is quoted at 27 to 28 cents per hundred pounds, compared with 60 to 61 cents a month ago, owing to the excellent domestic crop prospects. Canadian Bluegrass is quoted at 21 to 22 cents, against 36 to 37 cents a month ago. Redtop is 2 cents lower. Dealers have been trying to work up export interest in grasses, but Europe is not yet ready and the collapse in exchange rates, notably on the Continent, has been a serious obstacle. Although the United Kingdom is not yet ready to buy, buyers there have been seeking information, evidently owing to uncertainty regarding their home crops. Timothy is nominally unchanged. Exports for the month showed considerable enlargement, including 742 bags of Redtop to Germany, 75 bags of Redtop to the United Kingdom, and 177 bags of Timothy, also to the United Kingdom. The arrivals included 137 bags of Crested Dog's Tail from New Zealand; also 1,259 bags of Fescue, against 2,024 during June.

Rye Grass is nominally unchanged. The arrivals were 411 bags (including 391 from Argentina), against 56 during June.

Alsike is about ½ cent lower owing to slow trade and good reports regarding the quality of new crop. Rape seed has eased off about a half-cent, although arrivals were extremely light, only 78 bags from Japan, against the June total of 2,486 bags. The Orient is now offering at 5.40 cents c. i. f. Pacific ports. Holland is not offering, but France asks 7½ cents for new crop seed which is said to be superior in quality to the Japanese.

Vetch has been in good demand owing to growing

scarcity and the strength in Crimson Clover. The spot quotation is about 14 cents. German shippers claim that they cannot make offers. Arrivals were only 76 bags, compared with 550 in June.

Sunflower seed has been strong owing to inadequate supplies. Hence the local stock has been turned over many times among various traders and the price has been forced to 5 3-4 to 6 cents for car-load lots. According to well-informed dealers there is no prospect of relief from either domestic or foreign developments. On the one hand, practically nothing is heard of Argentine offerings and supplies there are apparently exhausted. Moreover, it is generally agreed that the California crop will not be a factor as it is extremely small, and moreover, it will not be in until late in September. One quotation was heard of 5 cents, shipping point. While this is cheaper than recent offerings from Argentina, the quality is said to be poor. Arrivals for the month, including nearly 1,000 bags from Europe, were 3,065 bags, compared with about 3,000 during June.

Canary seed has been extremely quiet, but the market has remained steady at about 3.10 cents as supplies are small, the arrivals being only 425 bags against 650 in June. Argentina reports a good demand from England and Holland and still quotes a relatively high price, 3.10 cents c. i. f.

Hemp seed is offered from the Orient at 3.10 cents c. i. f. August-September shipment to Pacific Coast.

SEEDS AT MILWAUKEE

BY C. O. SKINROOD

The Milwaukee seed trade is rather quiet judging from the reduced volume of receipts and shipments. Dealers declare that this is the usual dull mid-summer period, but that trade is now right on the edge of a revival of activity as new seeds are beginning to filter in from the early threshings.

Clover seed receipts for July at Milwaukee were reported at 9,912 pounds as compared with receipts of 8,650 pounds for the corresponding month a year ago. Receipts both last year and this year for July are therefore practically nominal, being so small as to have but little significance.

Shipments of Clover seed from Milwaukee for the past month were 178,983 pounds as compared with 196,445 pounds for the corresponding month a year ago. Shipments were about 18,000 pounds or 10 per cent less than a year ago. Shipments, however, were several times as large as the small receipts for the past month.

Receipts of Timothy seed for July at Milwaukee were reported as nil by the Chamber of Commerce, compared with receipts for the corresponding month last year of 60,000 pounds. The new crop Timothy is not ready to sell and hence small receipts are expected at this time of the year.

Shipments of Timothy seed in the past month were 448,144 pounds as compared with shipments of 53,602 pounds for the corresponding month a year ago. Shipments for the past month were therefore about eight or nine times as large as a year ago. Shipments of almost a half million pounds of seed were also formidable as compared with receipts in the past month of nothing. This has operated to reduce the available supply of Timothy seed to a considerable extent.

The month past has revealed seed receipts of very light proportions, while in Clover, shipments have been fairly large and Timothy shipments have been much above the record made a year ago.

Demands have come from all parts of Wisconsin

to the College of Agriculture asking what can be done to stop the excessive mildew on Clover this year. R. E. Vaughan, expert plant pathologist at the college of agriculture, says there is no method of stopping the disease that he knows of. He advises, however, that Clover should be cured carefully and especial care should be used in feeding it to horses as it is likely to be musty, although it is not poisonous.

Clover mildew is common in all parts of the state, Mr. Vaughan reports. He declares it is also common in many parts of the Mississippi Valley and that it is no doubt due to the large amount of wet weather during the early spring.

The extraordinary growth in the use of, and the popularity of Alfalfa this year is shown by the Alfalfa acreage in three townships near Neenah. These towns of Dale, Greenville and Ellington have given figures to the official assessors of the district showing that the area has almost doubled. Reports are coming from all sections of Wisconsin that Alfalfa is fast becoming a leading hay and seed crop in the big dairy counties. For many years Wisconsin farmers had little success with Alfalfa and not much of it was planted. Now there is a general belief that Alfalfa can be raised successfully in this state and the area devoted to the crop is being increased in all directions.

The official crop report of the State of Wisconsin show that the cutting of the second crop of Alfalfa and of Clover is now in order, and that yields are good.

The production of Clover in the state is remarkably high for 1922 despite the unprecedented crop killing reported from the ice wave of last winter. The output is estimated at 471,000 tons as compared with a forecast of 494,000 tons 30 days ago, and 272,000 tons produced last year and a five-year average of 303,000 tons. The average yield for 1922 is given at 1.70 tons per acre, compared with 1.25 tons last year and a 10-year average of 1.80 tons.

Production of Timothy is given at 731,000 tons as compared with a forecast of 733,000 tons 30 days ago, a yield of 707,000 tons last year and a five-year average of 1,028,000 tons. The condition is given at 92 per cent as compared with 74 per cent a year ago and a 10-year average of 91.2 per cent.

The Milwaukee Seed Company reports that the Wisconsin crop of White Clover will be only about one half of the normal yield. It is already coming on the market, the company adds, and the quality is only fair. One of the most striking points in the yield is the fact that the seed is mixed badly with Alsike in many instances and this causes a wide range in the prices being paid, which is 22 to 38 cents per pound as sold direct from the huller. As there is no carry over among the large dealers, the demand will be very brisk, the company believes. There will be but little or no importing of

White Clover seed the company says, so that the supply is likely to be small and substantial rises in the market are believed more than likely.

Domestic Alfalfa seed is scarce, the Milwaukee Seed Company reports, and the prices now range from 14 to 18 cents per pound.

Considerable importations of Alfalfa seed are coming from Argentina, and these are said to be of good quality with prices ranging from 12 to 15 cents per pound. The company is looking forward to a heavy demand for Alfalfa for summer and fall seeding.

As for Alsike, the company reports there will be a larger crop this year than had at first been anticipated. The quality is expected to be good, and the demand is fair at the present time. The price is ranging from 10 to 15 cents a pound, direct from the hullers.

As for the Red Clover crop the company says the growing condition of the crop is fair and that seed will be on the market in about one month. The crop is not expected to be very large because of the greatly reduced acreage. Prices are now quoted as ranging from 14 to 18 cents per pound.

As for Timothy seed, the Milwaukee Seed Company says that there is no new seed on the market as yet. Prospects for yield are said to be fair. The demand from wholesale is said to be very light, while there is quite a heavy retail demand. The range of prices at present is from \$4.50 to \$5.50.

The North American Seed Company is more optimistic regarding the seed outlook and says that Red Clover in Wisconsin is going to be a better crop than was first expected. It is estimated now that the crop will be somewhat better than average. The company adds also that the crops of White Clover and Alsike also promise much better than was first believed. In the central portion of Wisconsin, the center of the White Clover district, the outlook is reported excellent, while the northern part of the state will come in strong with Red Clover and Alsike.

Business is starting in new seeds, the North American Company says and the prospects are for a big year of business. White Clover has come in in small quantities and is, of very good quality, while early Alsike has also appeared in the Milwaukee market which is also of attractive quality. The company believes the season is not far enough advanced to quote prices as yet.

The Kellogg Seed Company says Wisconsin will

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.

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sell all varieties
of grass and
field seeds

The Albert Dickinson Co.
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deliver at least an average sized crop of seeds taking in all the various kinds and the prospects are bright for a good marketing season at Milwaukee. White Clover is reported as being in good buying demand at \$25 to \$38, and some Alsike is already being moved at prices ranging from \$10 to \$14. Timothy is quoted by this seed house at \$4.75 to \$5.25.

The Courteen Seed Company estimates that the Wisconsin seed crop for 1922 is likely to be a little better than the average yield over a series of years. In fact a rather large crop of Red Clover seed is looked for, with prices now ranging from \$16 to \$17.

The Courteen Seed Company reports that a number of different kind of new seeds have come in to the Milwaukee market and almost all of them are of uniformly good quality. White Clover is showing some movement and prices are quoted from \$28 to \$40. The new Alsike is quoted from \$12 to \$15 and the new crop Timothy is quoted at present from \$4.75 to \$5.25. A very brisk trade in seeds this fall and winter is the prediction made by the company, based on the present bright outlook.

Wisconsin is going to have a good crop of field seeds and prices in all probability will go lower because of the large supplies, is the belief of the L. Teweles Seed Company. In fact the trend soon is expected to be towards lower levels. Consignments of Alsike and White Clover are reported in Milwaukee now. The Teweles company quotes White Clover at \$32 to \$38, while the quotation range on Alsike is from \$12 to \$15. Both the quality of Alsike and White Clover are reported as being very good.

The outlook for the Red Clover seed crop is excellent, the company says. In general a heavy seed trade at Milwaukee is predicted for the coming months. There has been no delay to seed business due to the strike of shopmen, it is said, because the movement up to this time has been very light.

An additional story is to be built to the seed warehouse of the H. W. Buckbee Company of Rockford, Ill.

The capital stock of the Good Seed Company of Dunkirk, N. Y., has been increased from \$10,000 to \$50,000.

William G. Haebich has gone into the seed business at La Crosse, Wis., and will specialize in seeds for florists.

The seed and grocery business of Adams & Son at Fayetteville, Ark., has been sold to Edgar T. and A. D. McAlister.

The capital stock of the Guaranty Seed Company of Dallas, Texas, has been increased from \$150,000 to \$300,000.

C. O. Wilcox is now with Isbell & Co., Jackson, Mich. He will represent the Michigan company in southern territory.

A one-story warehouse at Los Angeles, Calif., has been purchased by the Aggeler-Musser Seed Company at a consideration of \$70,000.

The seed plant of J. M. Schultz at Dieterich, Ill., is to be enlarged. The enlarged plant will have 40,000 square feet of storage room.

A wholesale seed business has been started by the Johnson Bros. of Nebraska City, Neb. The company also handles potatoes and coal.

A new elevator is to be erected at Paducah, Ky., by the Yopp Seed Company. When the elevator is completed the seed company will operate it.

A. H. Edwards, J. T. Haile and C. A. Edwards have incorporated at Macon, Ga., as the Edwards Haile Seed Company. The company is capitalized at \$10,000.

The Washington Seed Company has been incorporated at Washington, Iowa. Recleaning machinery is being installed and a wholesale and retail business in agricultural seeds will be conducted. O. G. Sappington and P. P. Schowalter are inter-

[Continued on Page 135]

For Sale

ELEVATORS AND MILLS

OWNERS, FOR QUICK ACTION LIST YOUR PROPERTIES WITH US

We have listed for sale or exchange in all parts of the country: 56 flour mills; 27 feed mills; 81 grain elevators; 122 farms and plantations; 43 timber tracts; 65 lumber and coal yards; 39 saw mills; 12 gas and electric plants; 10 water power sites; 29 manufacturing plants; 18 coal lands and mines; four street railways; 13 hotels; 56 apartment buildings; and various other properties. When you write us what you want to buy and where, for cash or in trade for your properties, you get at once several selections with all details. We dig out the facts before we list the properties and see that the price is right. Buyers and sellers, make note of this for future reference. PAUL PLOTZ & CO., 38 S. Dearborn St., Chicago, Ill.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags: burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

MACHINERY

FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, Kansas City, Mo.

FOR SALE

Type Y 25-horsepower Fairbanks-Morse Crude Oil Engine; one 30-horsepower Chicago Pneumatic Crude Oil Engine. A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

FOR SALE

Cracked corn grader, Linkhart No. 3, steel frame. Used only six months and good as new. One hundred ninety dollars f. o. b. Indianapolis. W. C. HOLMES, 2041 Broadway, Indianapolis, Ind.

OIL ENGINES FOR SALE

60-horsepower Fairbanks-Morse.
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25-horsepower Fairbanks-Morse.
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Iowa cribbed (ironclad) elevator for rent, capacity 16,000 bushels. Located at Le Mars, Iowa, on C. St. P., M. & O., with free switching to Illinois Central Railroad. Well equipped. Price \$300 for one year. F. A. POST, Le Mars, Iowa.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FENCE POSTS

If you want genuine ax-split, Puget Sound, red cedar posts and poles, write R. L. OLIVER, R. 4, Arlington, Wash.

FOR SALE

Good location for factory between B. & O. and Big 4 R. R. Co. tracks at Pana, Ill. EDWARD McKEE, Box 196, Pana, Ill.

WANTED

To hear from owner having elevator, mill or other property for sale. Give cash price and particulars. JOHN J. BLACK, Chippewa Falls, Wis.

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

WANTED

Practical engineer and machinist wants position with mill or elevator, using Corliss or high-speed engines. Am an expert with the above, as also generators and motors. For the best credentials, write R. F. D. No. 1, Box 41, Duquoin, Ill.

REORGANIZING OPERATING CAPITAL OPPORTUNITY

Opportunity to become financially and actively interested in the operation of a 700,000-bushel modern concrete granary, located in the Chicago switching zone. Also rural granaries located in Iowa and Illinois. Direct earnings should net not less than 20 per cent annually, additional to large gain from property equity. Investments in parcels of not less than \$5,000 each will be considered. CHARLES T. PEAVEY, 327 S. LaSalle St., Chicago, Ill.

DESIRES TO MAKE NEW CONNECTION

I am out of business at the moment and desire to make a suitable connection with some reputable firm in one of the active grain centers. I am familiar with the grain, hay and seed business, and well acquainted throughout the section from which the above shipments are made. Am also well acquainted with the handling of grain and other commodities bought and sold for future delivery, both as a representative and the handling of trades on the floor of the Exchange. DANIEL P. BYRNE, 3718 Westminster Place, St. Louis, Mo.

RAILROAD CLAIMS COLLECTED

WE COLLECT RAILROAD CLAIMS covering loss or damage to grain, flour and mill products. Do not overlook delay, shortage, decline in market and deterioration claims. We have an extensive organization for handling these matters. References: Any Minneapolis bank or the Northwestern Miller. We are members of the Grain Dealers National Association and the Traffic Club of Minneapolis. This service is furnished on a percentage basis. No collection, no pay.

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ested. The company will deal in Red, Alsike and Mammoth Clovers, Timothy and all kinds of field seeds.

J. E. Weghorst and Bessie E. Martin have incorporated at Dayton, Ohio, as the Weghorst & Martin Seed Company. The firm is capitalized at \$30,000.

The Steffen Seed & Floral Company has been incorporated at Columbus, Ohio, capitalized at \$10,000. Frank J. Steffen is at the head of the new concern.

The newly organized Beckert Seed & Bulb Company of Pittsburgh, Pa., is remodeling and equipping its storeroom with every facility for handling its business. Albert J. Beckert is president.

R. K. Wooten is president of the Oklahoma Pure Seed Company which was recently organized at Chickasha, Okla. With Mr. Wooten in the company are J. P. Hickey and L. C. Hutson. The firm is capitalized at \$12,000.

The Redding Pure Seed Company has been organized at Coleman, Texas, by G. K. Redding and associates. The company will deal in seed, grain, cotton, etc. Mr. Redding is president and T. J. Allen, secretary of the firm.

A new company has been organized at Chicago to be known as the Traders Seed Company. It will occupy the quarters formerly used by the Everett R. Peacock Company and is said to have been formed by employees of the bankrupt firm.

The Ross Bros. Seed Company of Wichita, Kan., has changed its name to that of the Ross Seed Company, capitalized at \$100,000. The following are interested in the firm; W. J. Stevens, Jesse D. Wall, A. A. Reiff, E. T. Battin and H. Steinbachel.

The Western Seed Company of Hamilton, Mont., has been incorporated in the state of Wisconsin.

Of its entire capital stock of \$300,000, \$25,000 is to be devoted to Wisconsin business. The incorporators at Eau Claire are: J. White, A. L. Riemer and J. D. Taylor.

GRAIN TRADE PATENTS

Bearing Date of June 6, 1922

* Fine grinder.—Harold M. Plaisted, St. Louis, Mo., assignor of forty-nine one-hundredths to Williams Patent Crusher & Pulverizer Company, St. Louis, Mo., a corporation of Missouri. Filed March 21, 1919. No. 1,418,735.

Feed grinder.—Milton F. Williams, St. Louis, Mo., assignor to William Patent Crusher & Pulverizer Company, St. Louis, corporation of Missouri. Filed April 28, 1919. No. 1,419,089.

Bearing Date of June 13, 1922

Feed mixing machine.—Warren J. Marsh, Seattle, Wash. Filed March 28, 1921. No. 1,419,397.

Door and door frame for grain bins.—Lizzie Hetzel Dickelman, Forest, Ohio. Filed January 12, 1920. No. 1,419,236.

Apparatus for preparing stock food.—Henry S. Wikel and Martin F. Thatcher, York, Pa. Filed September 25, 1920. No. 1,429,008.

Dustproof ball bearing.—John Dlesk, Berwyn, Ill., assignor to U. S. Ball Bearing Manufacturing Company, Chicago, Ill., a corporation of Illinois. Filed April 12, 1920. No. 1,420,416.

Pneumatic conveyor apparatus.—George Bernert, Milwaukee, Wis., assignor to Bernert Manufacturing Company, Milwaukee, Wis., a corporation of South Dakota. Filed May 20, 1920. No. 1,420,015.

Crusher and pulverizer.—Milton F. Williams, St. Louis, Mo., assignor to William Patent Crusher &

Pulverizer Company, St. Louis, Mo., a corporation of Missouri. Filed October 28, 1921. No. 1,420,354.

Crusher and pulverizer.—Alexander Gillespie, Pittsfield, Ill., assignor to Williams Patent Crusher & Pulverizer Company, St. Louis, Mo., a corporation of Missouri. Filed October 28, 1921. No. 1,420,031.

Bearing Date of July 4, 1922

Grinder and Shredder.—Harry J. Shelton, St. Louis, Mo. Filed May 12, 1920. Renewed April 24, 1922. No. 1,412,731.

Grain door forcing device.—William H. McGann, Minneapolis, Minn. Filed June 1, 1922. Original No. 1,400,447, dated December 13, 1921. Reissue No. 15,306, dated March 14, 1922. No. 15,397.

Grain car door.—Jurgen Siemsen, Broken Bow, Neb., assignor to Berton C. Empfield, Broken Bow, Neb. Filed November 17, 1921. No. 1,421,592.

Bearing Date of July 11, 1922

Grain car.—William J. Robider, Westmount, Que., Canada. Filed December 9, 1920. No. 1,422,133.

Claim: In a railway car having metal sides and ends, a metal center sill, a plurality of metal hoppers correspondingly arranged on each side having longitudinal walls inclined downwardly from the car sides and center sill, and transverse walls inclined downwardly at a lesser angle with the adjacent meet-



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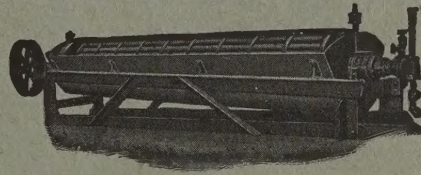
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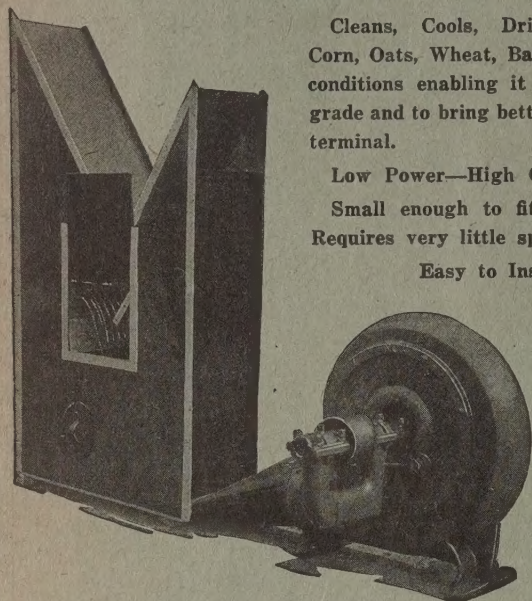
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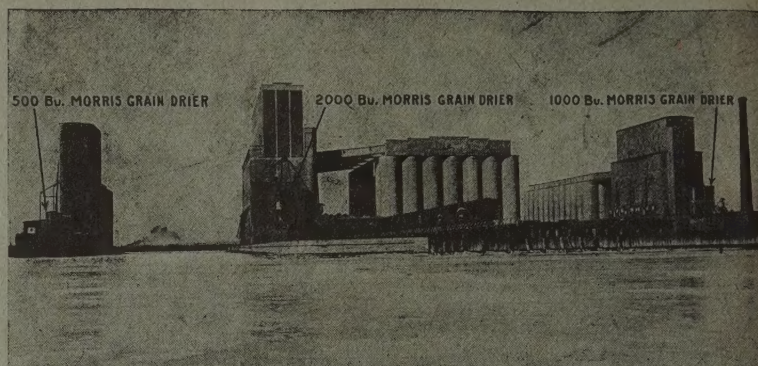


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